

Real Salesmen Put Over The Ham Campaign

Vol. 77

Told on
pp. 25-27

No. 6

THE NATIONAL PROVISIONER

CHICAGO AND NEW YORK

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AUGUST 6, 1927

THE CASING HOUSE

HOG — BEEF — SHEEP
CASINGS

BERTH. LEVI & Co., Inc.

ESTABLISHED 1882

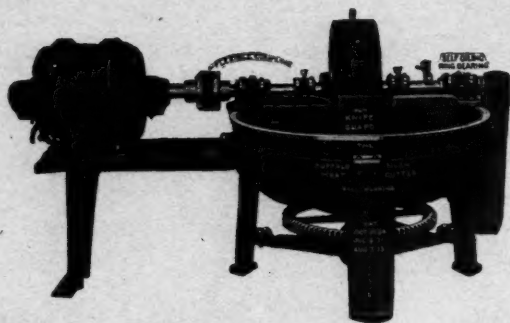
NEW YORK
BUENOS AIRES

CHICAGO
HAMBURG

LONDON
WELLINGTON

Meat Plant Temperatures — Points to Remember *See p. 30*

"BUFFALO" Silent Cutter



Experience

—of the most prominent packers and sausage makers proves that the "BUFFALO" Silent Cutter is the world's Greatest Meat Cutter.

A large sausage maker writes:

"In our thirty-five years' experience we have used several different makes of cutters and we find that yours cuts the meat finer and does not heat it. This enables us to make a much better quality and therefore we are able to get a better price for our products than we ever have before."

Why experiment? Let the facts guide you—buy a "BUFFALO."

"BUFFALO" machines are built strong and heavy and are not to be compared with cheaper, lighter built machines.

Write for further information and list of users

JOHN E. SMITH'S SONS CO.

Patentees and Manufacturers

50 Broadway

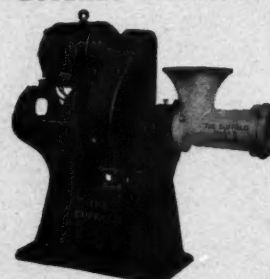
Buffalo, N. Y.

BUFFALO

SILENT
CUTTERS
GRINDERS
MIXERS
STUFFERS

*Backed by 57 years' experience building
quality sausage making machines*

Also Manufacturers of these
Quality Sausage Making Machines
"BUFFALO" Meat Grinder



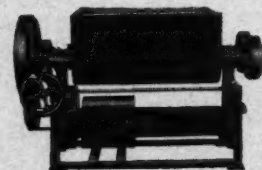
No more Grinder troubles when you
install a "BUFFALO."

"BUFFALO" Air Stuffer



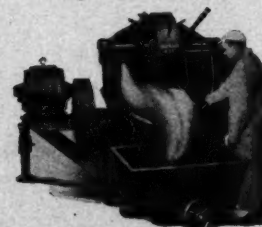
Most sanitary stuffer on the
market.

"BUFFALO" Meat Mixer



Mixes meat most thoroughly
in least time.

"BUFFALO" Self-Empty-
ing Silent Cutter



Cuts and empties a bowl of meat
in 4 minutes.

THE NATIONAL PROVISIONER

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

PUBLISHED EVERY SATURDAY

Entered as second-class matter at the post office at Chicago, Ill., under the act of March 3, 1879.

Vol. 77

Chicago and New York, August 6, 1927

No. 6

Ready for Wind-Up of Ham and Bacon Campaign

Plans for the Special Sale Week on Whole and Half Hams Indicate That This Will Be Climax to Big Drive

Progress of the nation-wide ham and bacon campaign which began a month ago, and still has several weeks to go, indicates its growing success. Like a snowball, it is getting bigger as it goes.

As was to have been expected, the best results are reported by those who have worked the hardest. "You get what you give" is a saying well proved in this campaign.

Endorsement of the idea of such a movement by livestock, packing and retail interests was not enough to make it succeed. Packer support provided the ammunition, but it took sales effort to get the results.

The packer salesman had to get out and do two things, if he wanted results. The first was to sell his retail customers an idea, and the second was to help them put that idea across.

Salesmen Sold an Idea First—Then They Sold the Hams

Letters of prize-winning salesmen to THE NATIONAL PROVISIONER amply prove that statement.

Those who expected the retailer to double his ham orders just because there was a "big holler" about hams were doomed to sad disappointment. The retailer was "from Missouri," and had to be shown.

Where the noble army of packer salesmen got into the field and sold the idea to the trade, there the results followed.

The final drive of the "Whole and Half Ham Week" will show more than ever the results of this missionary work with retailers by packer salesmen. There has been a lot of educating going on—salesman, retailer and housewife alike—and the week of August 19 will tell the final story.

Final Gun of Campaign

Plans for Big Sale Week on Whole and Half Hams

The entire meat industry already is working on the biggest and greatest ham sale in history.

The sale itself does not begin until August 19, but the eleven preceding days are being spent in talking up the sale to dealers, and persuading them to stock plenty of hams, to price them attractively, and to advertise them.

This is not an ordinary sale on hams, by any means. It is a nation-wide event featuring whole and half hams. That should appeal to every salesman who sells these meats. It means VOLUME.

The industry is backing this sale up with what should be the greatest volume of advertising ever printed in connection with one sale.

In addition, there will be the tie-up advertising by dealers who have been sold on the selling power of this special sale, and are anxious to tie their own stores up with it. These dealers will run special ads featuring ham, or will mention ham

prominently in their regular advertisements, or else, will join with other dealers in their city in taking space in a co-operative advertisement.

The total amount of advertising which will appear on the first day of this sale will be simply amazing—even greater than

that which started off the similar sale beginning July 22.

Lots of Good Sales Helps.

Unusually attractive pieces of store material, which are sure to be a big sales help, have been prepared for the week of the nationwide sale.

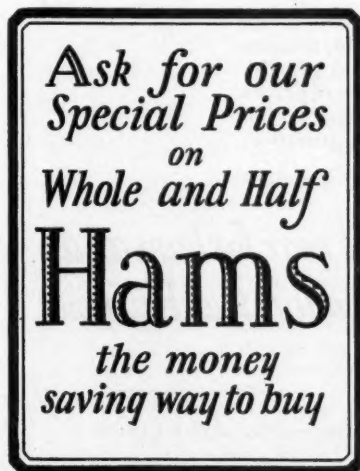
There is a six-color poster showing an illustration of a baked ham which is headed: "Special Sale—whole and half hams—Suitable for the Smallest Family."

The second edition of recipe folders, printed in color, also will be supplied for this week. This folder contains recipes for using whole and half hams. It is intended for dealers to distribute to their customers.

A third piece is another window streamer, printed in red and green, which reads: "Sale—Whole or Half Hams." On the right, there is a space for the dealer to write in his price on hams.

Proofs of the newspaper advertisements which announce the special sale also will be provided for posting on dealers' windows.

Salesmen should make it their business to see that this sales-building material is



ONE OF THE ADVERTISING AIDS.

Prizes for Packer Salesmen who tell the best story of a sale—See page 27

displayed. It can't work if it isn't and it will work, if it is.

All of this educational material emphasizes easy and economical ways of using up all of a whole or half ham, and hence will tend to make housewives steady users of whole and half hams. This should be especially good news to dealers who have trouble in disposing of shanks and butts.

Never before have meat salesmen had such a powerful amount of selling aid behind their own efforts.

What to Tell the Dealer.

Salesmen probably will want to tell customers what these advertisements will do, how they will actually make people WANT whole and half hams, and how dealers can profit by holding a special sale on whole and half hams at attractive retail prices.

Every dealer should get a supply of the "special sale" store material and the newspaper proof, and salesmen should see that he displays it. They also should explain

to the dealers how this store material will attract into their stores the housewives who read about the special sale in the advertisements, and are ready to buy a whole or half ham.

This sale is the final gun of the ham and bacon campaign. It offers an unparalleled opportunity for the industry to move great quantities of hams, and it means a greatly increased volume for the salesman.

If every salesman makes every possible effort to see that the retailers he calls on co-operate in the sale, the sale will be a huge success for everyone. It is up to the salesmen.

CAMPAIGN MATERIAL ALL OUT.

All shipments of campaign store material to city chairman and to participating companies were completed August 2. All material has been sent as far in advance as practicable, in order that the most effective distribution might be arranged.

For posting during the sixth week of

the campaign three pieces of material have been supplied. This material will be posted in retail stores beginning August 8.

One of the pieces is the third novelty streamer, a blue and orange window strip measuring 6 by 36 inches. It reads: "Try Ham—Good Value Now!—Serve for any Meal—Slices, Half, Whole." The type is printed on the slant, so that the streamer will be posted in a diagonal position which will assure greater attention value.

The second lot of consumer stickers, designed for use on dealers' packages and envelopes, also will be used during this week. The stickers are printed on dark blue stock and will stand out well on wrapping paper. The type reads: "Ask for Our Special Prices on Whole and Half Hams—the money saving way to buy." These stickers will help to build up interest in the big whole and half ham sale that will be held all over the country beginning August 19.

The newspaper advertisement proof for use during this week is the sixth of the series. The headline reads: "Ham and Bacon, Seasonable—Reasonable too."

The earlier in the week this material is posted, the more ham it will sell before it is taken down. It will pay every salesman to take special care to post the newspaper proofs, because they very definitely tie-up the retail store with the newspaper advertising, and that is the whole object of the advertising.

RESTAURANT AND HOTEL AIDS.

Restaurant and hotel co-operation in ham and bacon campaign is indicated in the following reports:

Atlanta, Georgia—E. S. Papy, City Chairman—Mr. Carling L. Dinkler, President of the Dinkler Hotels Company, who operates eight hotels in various points in the South, has written me as follows: "You may rest assured we will be glad to co-operate in listing on the bills-of-fare just as many ham and bacon dishes as can consistently be done throughout the month of August. To that effect I am sending the stewards of the Dinkler hotels a copy of the list that you supply and am requesting their co-operation in this matter."

"I made a copy of the ham and bacon items that the Pennsylvania Railroad listed in their circular to their stewards, and which you sent out in your bulletin, and this is the list that he refers to as sending to his stewards."

Chicago—Oscar Mayer & Company, Inc.—"In the city of Chicago our exhortations for ham and bacon specials have met with some truly wonderful success. Five of our restaurant and hotel salesmen brought in over 60 menus in two days that featured ham and bacon."

Drake Hotel, Chicago—"We will be pleased to do whatever we can do to assist the meat trade of the country."

Des Moines, Iowa—H. J. Nelson, City Chairman—"The ham sandwich streamers were distributed in Des Moines to our three largest wholesalers and hotel supply concerns, who will handle practically all of the hotel and restaurant trade in the city. The distribution is being made by these people and checked by our own Sales Department."

Nebraska City, Neb.—C. M. Aldrich, City Chairman—"We are attaching three menus from three of our hotels here in Nebraska City. They all signified their willingness to continue pushing hams during the balance of the big campaign. They have been pushing hams right from the

(Continued on page 50.)

Ham



and Bacon

seasonable~reasonable too

HAM AND BACON are *right up in front* when it comes to pleasing summer appetites! Everybody likes them.

They make possible an endless number of tempting dishes. They help the one who cooks by making cooking easy.

Ask your store about these seasonable, reasonable meats. You get the benefit right now of prices that are much lower than they were last summer.

Your
meat dealer THE MEAT TRADE
*will tell you it's a great year for ham and
bacon—a most economical buy now*

Tested recipes—at your own store—free. Ask for them

THIS IS THE ADVERTISEMENT APPEARING NEXT WEEK.

A Page for the Packer Salesman

Showed Ham Bargains Salesman and Dealer Pulled Together for Big Business

Here's another packer salesman who ran up against the old story of "I can't sell whole hams!" and knocked it into a cocked hat!

He persuaded his retailer customer to tell the housewife about slicing the center, baking the butt and boiling the shank.

He showed how a 28½c ham would serve a family of four for 6 meals or more.

The retailer "cleaned up," and the next week doubled his order!

It's all in knowing how, and in being able to sell the idea to the customer.

This salesman writes:

Chicago, Ill., Aug. 1.

Editor THE NATIONAL PROVISIONER:

I've been reading THE NATIONAL PROVISIONER, and especially the Salesmen's Page, for a long time. Naturally being interested in pushing hams and bacon during our campaign, I got busy and thought up ideas which might benefit my customers as well as myself.

I will pass on an idea of mine which I think has proved practical, both in sales talk to customers, and also for the butcher to use towards his customers as well—the idea of selling a woman a whole or half ham, instead of just a slice.

I succeeded in selling one man in particular whom I will use as an example at this time. His complaints, as usual, were that he could not dispose of the butts and shanks, but only the center cuts of the ham.

Profit in Whole and Half Hams.

I pointed out to him where he would profit by-selling whole and half hams.

He said "Just try and do it!"

After spending quite a little more time than usual with this man, I finally got him sold on my idea, with the result that it worked wonderfully.

I asked him to show his customers the economy in buying a whole or half ham. He did, the next Saturday. He told them how to bake the butt, slice the center, and boil the shank.

He sold whole or half hams for 28½c a pound. We figured where a family of four could get six meals or more out of a 13-pound ham, at an approximate cost of 60c a meal, or 15c a person.

He was sold on my idea, with the result that he ordered 12 hams instead of his usual three.

I got back and saw the man one week later, and found him all smiles.

The first thing he asked me was: "How much are hams?" I told him, with the result that he ordered 12 more.

He thanked me for my suggestion. This is only one of many where a decided increase in sales of hams and bacon on my territory is shown.

So go to it, boys. Put the shoulder to the wheel, and we're bound to win!

Yours for more ham and bacon business,

ALBERT E. HOHNBERG.

Geo. A. Hormel & Co.

This salesman wins the third of THE NATIONAL PROVISIONER weekly cash prizes of \$10 to the salesman sending in the best report of a sale of hams and bacon made by him.

Come on, Packer Salesmen! A \$10 cash prize every week for the best sales story. Send your reports to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

HAM CAMPAIGN WINNERS

Winners in THE NATIONAL PROVISIONER'S "Packer Salesmen Ham Campaign Contest" to date:

Dealer Cooperation Stories.

First prize, \$10.—Fred. Maag, Swift & Company, Baltimore, Md.

Honorable Mention.—W. A. Hoffman, Armour and Company, Houston, Tex.

W. H. Stelle, Hull & Dillon Packing Co., Pittsburg, Kan.

Best Sale Stories.

First weekly prize, \$10.—Chas. Barbosky, Geo. A. Hormel & Co., Cicero, Ill.

Second weekly prize, \$10.—Ed. M. George, L. A. Frey & Sons, Inc., New Orleans, La.

Third weekly prize, \$10.—Albert E. Hohnberg, Geo. A. Hormel & Co., Chicago, Ill.

Look out, boys! The Hormel crowd seems to be getting the jump on you!

Must Have Dealer's Help Means More Sales Not Only Now But Also Hereafter

Here is a packer salesman who "hits the nail on the head."

He says dealer cooperation is absolutely necessary to selling more hams and bacon, not only during this campaign, but also as a regular thing.

He realized that if he could get dealers to working with him in advertising, putting up display material and giving customers what they wanted, he could get big results. This is his formula:

Sell the dealer on the value of advertising.

Have the goods on hand to back up the advertising.

If the dealer says he can't sell smoked meats, offer your services to show him how to sell and satisfy customers.

Educate your trade to sell whole and half hams—but be sure to teach them how to satisfy the customer.

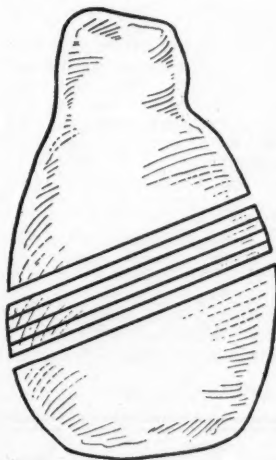
This packer salesman says retailers who have worked with him on this plan "marvel at the results." Here is his letter:

Baltimore, Md., July 27, 1927.

Editor THE NATIONAL PROVISIONER:

Replying to your letter of July 18th advising that I am among the prize winners

A Good Way to Sell Ham No Shanks or Butts to Sell at a Loss



Sell a 6-lb. Half Ham . . at 2c ^{per lb.} _{over cost} Profit \$.12
Cut off slice or two for customer, who will still have good piece left to boil.

Sell about 3 lbs. of center slices . . . at 25c ^{per lb.} _{over cost} . . .75
The principal demand for "ham" is for center slices. Getting a better price for the balance of the ham enables the dealer to sell the center slices at a more reasonable price.

Sell a 6-lb. Half Ham . . at 2c ^{per lb.} _{over cost} . . .12
A slice or two can be taken off for customer, who will have a good piece left to roast, bake or boil.

Weight of ham 15 lbs. Profit . . . \$.99

Now that the price of hams is lower, this is the time to sell more of them. Increased volume at no increased expense.

You can do this by selling ham as shown above.

Instead of selling all slices and finding it hard to sell shanks and butts—sell **Half Hams**. You can make good profit by selling 3 or 4 medium slices out of the center at regular prices, and selling the two halves at little over cost.

HOW TO MAKE MORE MONEY SELLING HAM AT RETAIL.

This little object-lesson in cutting a ham to make more out of it was sent to Chicago retailers by John T. Russell of the Chicago Meat Council, and has been used by Gerst Bros. Packing Co. of St. Louis and other packers for the same purpose.

It wouldn't do any harm for every packer salesman to cut this out and show it to his retail customers. If you want more copies, ask THE NATIONAL PROVISIONER for them.

in the Ham and Bacon Campaign. This sounds like good news to me.

At the big meeting of packinghouse salesmen, as well as grocers and meat dealers, the point that hit me forcibly was COOPERATION. If I could bring this home to the dealers that I am selling now, this campaign would not only be successful for packers of meat, but it would mean a greater volume of business for me, after this big drive has become ancient history.

With this idea in mind, and with the 100% enthusiasm for Swift's products which I carry with me at all times, I endeavored to convince Mr. Dealer that advertising material was his first best bet, and proceeded to put this material at a point in the store so that it would hit every one of his customers right in the eye.

The next argument with Mr. Dealer was "Why put up this advertising if you haven't got plenty of ham and bacon on hand to supply your customers when the silent salesman whispers in their ears?"

If he advanced the argument that he didn't have smoked meat trade, I promptly offered my services, and convinced Mr. Dealer that he did have the demand—and I made another satisfied customer.

He never thought about selling a half ham, but was letting his competitor get this business. It was a whole ham or nothing, and he was actually running people away.

I am trying to educate my trade to the importance of cutting hams any way the customers want them. The merchants that follow this suggestion actually marvel at the results.

Yours truly,

FRED MAAG,

Swift & Company.

This packer salesman wins THE NATIONAL PROVISIONER's special \$10 prize for the best story of getting dealers to put up and use advertising and store material in the Ham and Bacon Campaign.

Come on, packer salesmen! A \$10 cash prize every week for the best sales story. Send your reports to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

HOW HE WON FIRST PRIZE.

Winner of first prize in the first of the Institute's special sales contests in the ham and bacon campaign was John J. Parker, salesman for the Lake Erie Provision Co., Cleveland, O. These prizes were awarded for the best scores made in

selling hams and bacon during the first special sales week.

"Salesman Parker's energetic and enthusiastic work in lining up dealers for the sale, and in securing ham and bacon orders from them, put him well in the lead over other contestants," says the Institute report.

Salesman Parker writes to THE NATIONAL PROVISIONER that all he did to win this prize was to "get busy" and keep going day and night, calling as many customers as possible, and booking all possible orders. Like a loyal salesman, he attributes much of his success to the fine brand he represented.

He says:

Cleveland, O., Aug. 2, 1927.

Editor THE NATIONAL PROVISIONER:

In answer to your request to tell how I won the recently-conducted prize contest for the largest number of sales of hams



JOHN J. PARKER

Salesman for Lake Erie Provision Co., Cleveland, O., who won first prize in Institute special sale contest.

and bacon, first let me express my appreciation to all those responsible for the idea of holding this campaign, and to those responsible for its execution, all of which gave me my chance at the splendid prize.

To begin with, when the contest was announced I figured that my chances to win the first prize were just about nil, when it was considered that hundreds of salesmen all over the country were participating. But I did realize that it was an unusual opportunity to increase my sales for that period.

With little thought of anything else, when I found several salesmen of apparently the same mind out taking orders ahead of the announced contest period, July 18th to 20th, I began to think that I had better get busy if I were going to show any extra tonnage on account of the sale.

So—although engaged at the time in

breaking in a new salesman for my company—I passed up no chance to take an order for hams and bacon for the coming week. These orders, totalling forty-five, taken prior to the opening of the contest, and later deducted from my score by the Institute, had considerable bearing upon my success.

It was the ease with which they were taken, due of course to the advertising helps, that made me determine to go into the contest for all that I was worth.

From July 18th to July 20th I worked day and night, getting in the orders during the day and calling everyone I could think of over the phone at night. I was given wonderful cooperation by my company, and of course was aided by the fact that no salesman from any house selling on our Cleveland market has a better ham or piece of bacon to offer than I have in our Meadowlark brand, a line I have sold successfully for over seventeen years.

Again I want to thank everyone concerned in running the contest, and to take this opportunity to announce that I am going after first place in the next contest with even a greater effort.

Yours very truly,

JOHN J. PARKER.

Lake Erie Provision Co.

PACKER SALES MEETINGS.

Packinghouse salesmen in five large cities—St. Louis, Cleveland, Detroit, Boston, and Buffalo—attended mass meetings held this last week in those cities. The meetings were held to post the salesmen thoroughly on the plans which have been made for holding the biggest ham sale in history during the week of August 19.

In addition to the local packers who presided and spoke at the meetings, a number of visiting packinghouse leaders talked to the men and urged them to do their part in making the sale a success.

Oscar G. Mayer, President of the Institute, talked at the Cleveland and Boston meetings at which the presiding chairmen were S. T. Nash and F. S. Snyder, respectively.

John A. Hawkinson spoke at the Buffalo meeting, where J. G. Cownie presided. A. D. White was another visiting speaker at the Boston meeting. H. R. Davison spoke at the St. Louis meeting, at which F. A. Hunter presided, at Detroit where T. E. Tower was the chairman and at Buffalo.

A sixth meeting will be held August 9 in New York City in the Hotel Astor at 8:30 P. M. The speakers will be F. Edson White and A. D. White. A. T. Rohe will preside. A fine attendance is anticipated as a result of the keen interest in the campaign on the part of the New York packers.

SWENSON EVAPORATORS-

*The Recognized Standard
for Animal By-Product Liquors*

Swenson Evaporator Company (Subsidiary of Whiting Corporation) HARVEY, ILL. (Chicago Suburb)

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THE NATIONAL PROVISIONER

Chicago and New York

Official Organ Institute of American
Meat Packers

Published Weekly by

The National Provisioner, Inc.

(Incorporated Under the Laws of the State of
New York)

at the Old Colony Building, 407 So. Dearborn
St., Chicago.

Eastern Office, 55 West 42d St., New York.

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berry & Company, Arkansas City, Kans.; J. W. Rath,
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land Provision Co., Cleveland, Ohio. For two years:
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Schroth Packing Co., Cincinnati, Ohio; L. E. Dennis,
St. Louis Independent Packing Co., St. Louis, Mo.

Watch This Weather Vane

It is not uncommon to hear packers say
they keep no account of the trend of ex-
port business, because they do not export
and therefore are not interested in this
phase of packinghouse trading.

This year has offered an outstanding
example of the effect of the export trade
on the packing industry, whether its mem-
bers were exporters or not. The weakness
in this trade has resulted in a mid-summer
stock of meats and lard nearly approach-
ing that of 1924, one of the years of record
hog runs.

The "backing up" of this product due in
considerable measure to the fact that slow
movement into export channels has turned
more meat and more selling effort into
every packer's sales territory, and has
forced him to meet the keenest competi-
tion. In spite of this effort most packers
find themselves with more stocks on hand
than at the same time last year, and much
of the product is pretty high-costing ma-
terial.

Leaders in most lines of business are
close students of the export trade, whether
they sell goods abroad or not. Packers,
large and small, will lose nothing by keep-
ing in touch with this situation.

When export trade is good packers find
a little less competition to meet. But
when it is limited—as has been the case
this year—they find the pressure pretty
heavy.

Stop Waste or It'll Get You!

There are two important influences in a
meat packing business over which the
packer has little control. These are his
supplies of raw product and the demand
for the meat and meat foods he manufac-
tures.

Faced with these uncertainties, his prob-
lem is made still more difficult because of
the perishability not only of his manufac-
tured product but of his raw material. The
meat industry, therefore, is one in which
waste elimination is imperative.

But the packer may say to himself,
"Where is there waste in my business?" or
"How much waste can I save in my busi-
ness in dollars and cents?"

Fourteen important problems were re-
cently listed as confronting the industrial
executive of today. Because they are par-
ticularly applicable to the packer they are
quoted here:

1. High wages.
2. Increasing costs of material.
3. More rigid standards as to quality of products.
4. Smaller sized orders.
5. Decreasing margins between costs and prices.

6. More intensive domestic competition.
7. Faster pace of modern industry.
8. Reduced margins.
9. Increased taxation.
10. Likelihood of lower tariff.
11. Growing foreign competition.
12. Difficulty in competing in foreign markets.
13. Seasonal and cyclical ups and downs in volume.
14. Growing complexity and precariousness of modern business.

Meeting them successfully calls for the
elimination of waste. As the engineer list-
ing them aptly said, if industrial execu-
tives fail to locate and eliminate waste,
then waste will in time locate and eliminate
them, for the reason that the profits of
tomorrow are coming out of the wastes of
today.

What Helps One Helps All

Packers are realizing more and more
that whatever is good for their industry is
good for them. Anything that improves
trade practices, wipes out waste and makes
for generally better trading conditions is
not only good for the business of meat
packing but for every man in it.

For a long time this principle has re-
ceived widespread application in this coun-
try and now it has become international
in its scope.

Universal recognition of the principle
that the way of economic progress lies in
the direction of improving trade rather
than in benefiting the trader, is character-
ized as the greatest accomplishment of the
recent meeting of the International Cham-
ber of Commerce at Stockholm, by Owen
D. Young, chairman of the American dele-
gation.

International business, he said, is com-
ing to see that more is to be gained by
developing and encouraging trade than by
securing temporary advantages for the
trader himself.

The most significant pronouncement of
the Congress was its declaration that the
object to be sought was the largest and
most economical production and distribu-
tion of goods and services to all peoples.

Trade was not an end in itself, but only
a means to enable people to produce more
and to buy more.

All barriers to trade are to be examined
in the light of this principle. The test is
not whether they are a bar to the trader,
but whether they restrict unnecessarily
economic development. International busi-
ness at last places itself squarely on the
foundation that in the long run its own
best interest is served through improved
economic conditions, rather than by an
attempt to obtain here or there temporary
advantage for the trader himself.

PRACTICAL POINTS FOR THE TRADE

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How to Handle Pigs' Feet

What makes frozen pigs' feet turn black?

An Eastern packer complains of this condition in fresh cleaned frozen pigs' feet and asks the reason. He says:

Editor The National Provisioner:

We would appreciate any information you could give us in regard to freezing fresh cleaned pigs' feet. Our experience in this has been limited. We have tried on several occasions to freeze feet, and found on opening the boxes when ready for sale that the feet had turned black.

What do you think caused this discoloration?

If pigs' feet are to be in first-class condition when they come out of the freezer, they should be in that condition when they go in. This is a product that goes bad very quickly, and should be handled promptly.

Just as soon as the feet are received from the cutting floor, they should be stored in the cooler until they are ready to shave. Not more than one truckload should be in the shaving room at a time, and these should be handled promptly.

Scald the feet for 15 to 20 minutes in water at a temperature of 130 to 140 degs. Pull the toes and take the feet to the shaving room, allowing them to remain in the scalding water just long enough to scald, but no longer.

The feet are usually shaved first on a machine, then they are shaved and singed by hand. During the process of finishing have the feet in a tub that holds 50 lbs. or less. Do not use any water in the tub, but have convenient to the shaver a pail of water, so that he can dip the feet to remove loose hair. When cleaned, put in ice water kept at 45 degs. or less.

Remove the feet every two hours, taking them to the cooler. Drain and weigh and transfer to the cellar, to be spread on racks in one layer over night, at a temperature of 32 degs. to 36 degs. F.

The feet should be kept from fresh water as much as possible after scalding. They should not be held over 24 hours before scalding.

If the feet are to be frozen, they should first be thoroughly chilled and dried, then packed in boxes and placed in temperatures of zero or lower. They must be frozen quickly to obtain the best results.

Meat Storage Temperatures

Right storage temperatures for smoked and dry salt meats are necessary to keep these products in the best condition until they move into consumptive channels. A Southern provisioner wants to know what these temperatures are. He says:

Editor The National Provisioner:

Will you kindly inform us the correct temperature for keeping dry salt jowls and bellies in cold storage? Also the proper temperature for keeping smoked jowls and wrapped smoked bellies.

Can dry salt and smoked meats be kept well in the same cold storage room?

The inquirer would like to know the correct temperature for keeping dry salt jowls and bellies in cold storage.

This depends a great deal on how long

the product is to be held in storage, but as a rule a temperature of 34 to 36 degs. is satisfactory for jowls and bellies. They should be piled on the floor on a bed of salt, and carefully packed in salt to prevent shrinkage.

Some packers have been known to buy large quantities of jowl butts and pile them on provision racks at cellar temperatures ranging from 40 to 45 degs., and the shrinkage was found to be tremendous when the loads were closed out.

It is well to bear in mind that the higher the temperature the greater the product will shrink, and if it is not carefully packed in salt the shrinkage will be still greater. The salt should be kept a little moist around the sides.

In regard to the proper temperature for keeping smoked jowls and wrapped smoked bellies. It is not a good idea to carry smoked product very long in cooler temperatures, as the color has a tendency to fade. For the product under consideration a temperature around 45 degs. would be satisfactory.

Cured and smoked meats should not be kept in the same cooler temperature, for the reason that the low temperature beneficial for the cured meats is detrimental to the smoked product.

What are the temperature requirements in the hide cellar? How do temperatures affect shrinkage? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

Do you use this page to get your questions answered?

Temperatures!

Do you watch them

In the hog scalding vat?

" " rendering kettle?

" " lard tank?

" " ham boiling vat?

" " sausage kitchen?

" " smoke house?

" " meat cooler?

" " tank room?

Or in a dozen other places in your plant?

If you do not, you are losing money every day.

Reprints of articles on Temperature Control in the Meat Plant which ran in THE NATIONAL PROVISIONER may be had by subscribers by filling out and sending in the following coupon, together with a 2c stamp.

THE NATIONAL PROVISIONER,
Old Colony Bldg.,
Chicago.

Please send me reprints on Temperature Control in the Meat Plant.

Name

Address

City

Enclosed find a 2c stamp.

Kettle Lard Temperatures

Wanting to produce the very best tasting and appearing kettle-rendered lard, a small packer in the Northwest has been experimenting for such a result. He passes his experience on through the columns of THE NATIONAL PROVISIONER, for the benefit of others as follows:

Editor THE NATIONAL PROVISIONER:

Last winter we wrote you that we were watching closely the temperature in rendering lard. After many tests find that we produce, by open kettle rendering, lard of the best quality for flavor and color when we hold the temperature below 260 degs. F., and not over 270 degs. at the hottest point.

When the lower temperature is used more time is required, and we can see no advantage in flavor or color.

We do not know that we have found out anything new. But we have decided that when lard has reached the stage in rendering where "thumping" begins it is time to shut off the heat, as the lard is ready to be taken from the kettle and pressed.

Everyone with experience in rendering lard knows what we mean by "thumping." We depend on this as a warning that the lard is ready to come out, and we find it does not fail us.

EDITOR'S NOTE.—What are the experiences of others in making open kettle-rendered lard?

Do you agree with this renderer in temperatures to get the best product? Write your experiences to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago.

When Tankage Gets Mouldy

Tankage sometimes gets wormy, and a Western packer wants to know why. He says:

Editor The National Provisioner:

Will you please furnish us with information that will enable us to make hog tankage that will not mould and get wormy?

We cook all offal about four hours, and after drawing off the grease the tankage is placed in a dryer for several hours. It is after the tankage is sacked that our trouble shows up.

It may be that our method of handling is not just right. We do not add any mixture of any kind before or after drying. This may be the reason for our trouble.

Thanks for any information you can give us to help in overcoming the trouble.

The inquirer complains of his tankage moulding and getting wormy, although he dries it in a tankage dryer for several hours.

The tankage should not be removed from the dryer until it has been dried to 10 per cent moisture. Dampness causes tankage to heat and starts the formation of worms and mould.

After the tankage is dried it is a good idea to put it in a room with plenty of ventilation and slightly elevated from the ground, so as to get free circulation of air underneath the bins as well as throughout the room.

If a little more supervision is given the product on the drying side and in storage after it is dried, the trouble will be eliminated.

It is not necessary to add anything to the tankage before drying. Only proper cooking, drying and handling is needed.

Yield of Cattle Bones

A Western cattle slaughterer wants some information on the yield of bones from a given kill. He says:

Editor The National Provisioner:

We would like very much to have a test on cattle bones taken from the killing of cattle and cutting room bones. We kill 400 head per week and bone 35 per week.

There are times when we can not sell all of our ground bone and we would like to know what could be expected from heads, feet, etc., going to the rendering tank.

The feet would have the hoofs and sinews on which we figure would give us rich tank water, but we would like to know how much stick we could expect.

The inquirer asks regarding the yield on bones taken from the killing of cattle and cutting room bones. Following is the bone yield from killing 400 cattle:

	Lbs.
Round shins	424
Flat shins	314
Hoofs	752
Jaws	944
Skulls	1,236
Knuckles	1,228
Sinews	938
Total	5,836

The bone yield from cutting 35 cattle a week would be:

	Lbs.
Shoulders	35
Blades	43
Thighs	52
Buttocks	40
Knuckles	36
Ribs	350
Total	556

The total of the killing bones from 400 cattle and the cutting bones from 35 cattle would be 6,392 lbs.

When rendered, this 6,392 lbs. of bone should yield approximately

- 11 per cent tallow
- 35 per cent bone tannage
- 10½ per cent stick.

The fact that the hoofs are on the feet when they go to the tank would have no influence on the quality of the tank water, as there is no tank water from the hoofs.

COLD STORAGE ECONOMICS.

The economic place of cold storage in the distribution of perishable food products may be stated as follows:

Cold storage stabilizes market prices to the producer. It absorbs into reserve stocks the excessive production of the peak producing period, at higher prices than would prevail if it were necessary to move the entire crop into the consuming market.

This encourages the producer to larger production, because it avoids the probability of market gluts, consequently low prices and waste, by caring for this excess until another flush period of production has arrived. In turn, it gives to the consumer a normal supply of seasonally produced foods during the period of deficient production, at prices much lower than would prevail for the small off-season current production, if no reserve stocks were available.

It is, therefore, plain that cold storage, in carrying surplus foods from the season of maximum production to the season of natural deficiency, tends to an increase of available perishables. It also adds to the total food supply, and, therefore, leads to average lower prices to the consumer.

Operating Pointers

For the Superintendent, the Engineer and the Master Mechanic.

GETTING RID OF FLIES.

Flies and other insects in the meat plant always have been a source of trouble and expense. Their control is necessary to the proper processing of product and general good results.

The problem resolves itself into two parts: Preventing their entrance, as far as possible, through screens at all window and door openings, and exterminating those that find their way in.

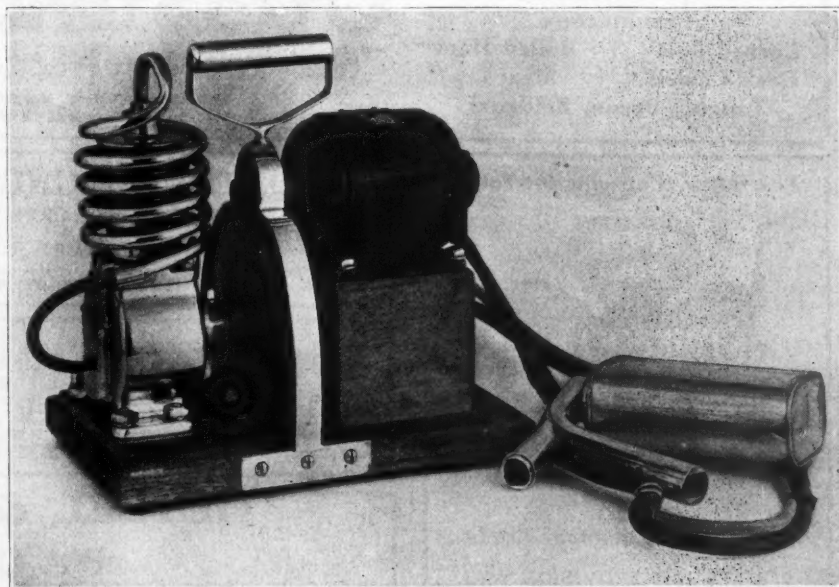
The control of insect pests is an expense from which no revenue is derived. This expense probably never will be eliminated entirely, but recently developments have provided ways and means of reducing it materially.

During the past several years there have come on the market several volatile products which, while non-poisonous to humans, are deadly to flies and other insects.

These insect exterminators are used by impregnating the air of a room with them by spraying. They leave no odors or stains, and for the most part are approved for use in food manufacturing and processing establishments.

Heretofore, this spraying has been done by hand-operated sprayers, at a considerable expense for labor. Recently there has been developed and placed on the market a power-operated sprayer to do this work.

The machine is portable and operates with electric current from the lighting circuit. It is claimed that it not only makes it possible to impregnate a room in less time and with less labor, but that it also effects a considerable saving in insecticide, because the spray is more finely divided and mixes more readily with the air.



POWER-OPERATED INSECTICIDE SPRAYER.

It saves time and labor and secures results with less insecticide. It produces a fine spray and less compound is needed to impregnate the air of a room.

The sprayer measures 12 in. long, 9 in. wide and 11½ in. high, and weighs 25 lbs. The spray gun has a pistol grip and the operation is automatic, the starting and stopping of the motor being controlled by a combination switch and spray valve on the spray gun handle. When the valve is opened the motor starts; when it is closed the motor stops. This feature prevents waste of insecticide.

SAYS IT'S NOT SMOKED SALT.

Misrepresentation in its claim that "Figaro" sugar curing smoked salt for use in the curing of meats contains liquid smoke, is charged against the Figaro Company of Dallas, Tex., by the Federal Trade Commission.

The commission contends that the product does not contain condensed smoke, but is made up of 80 per cent crude pyroligneous acid. The use of the trade name "sugar curing smoked salt," with certain qualifying phrases, constitutes deception in violation of the Federal Trade Commission act, it is stated.

The full text of the complaint, made public August 2, is as follows:

"In the aid of and in the course of its said business and commerce, respondent advertises extensively its said products as 'Figaro Sugar-Curing Smoked Salt' made from condensed and refined (liquid) smoke." * * * "cures, flavors, smokes," and "Figaro liquid smoke," and that they contain "wood smoke," and are produced by condensing wood smoke, and so indicates by its labels on its goods so sold and shipped, whereas in truth and in fact said products do not contain smoke, and are not produced by combustion and condensing smoke, but the content so referred to and used by respondent in its said products is approximately 80 per cent crude pyroligneous acid, a product of destructive distillation of wood in a closed retort.

"That said false and misleading labeling and advertising are calculated to mislead and do mislead the purchasing and consuming public, to the prejudice of said purchasers and public, and constitute unfair methods of competition in commerce within the intent and meaning of Section 5 of an Act of Congress entitled, 'An Act to create a Federal Trade Commission, to define its powers and duties and for other purposes,' approved September 26, 1914.

Ham and Bacon are in Demand Now!
Place Your Orders with Packers Like These

HORMEL

GOOD FOOD

EAT MORE
MEAT

Geo. A. Hormel & Co., Austin, Minnesota

EAT MORE
HAM

CADILLAC

HAMS AND BACON
"The Brand to Demand"

**Sullivan
Packing Co.**
DETROIT, MICH.

St. Louis Independent Packing Co.

BRANCH HOUSE
PITTSBURGH, PA.

W. T. RILEY, Philadelphia
C. E. DORMAN, Boston

Mixed Cars Beef, Pork, Sausage and Provisions

We own and operate S. L. I. X. Refrigerators and Tank Cars

—EASTERN REPRESENTATIVES—

W. B. CASSELL & CO., NEW YORK

MAIN PLANT
ST. LOUIS, MO.

L. M. CHRISTIAN, New York
W. B. CASSELL CO., Baltimore

GEO. KERN, Inc.

11th Avenue, 40th to 41st Streets, NEW YORK

Wholesale Provisioners and Manufacturers of
HAMS and BACON
Flavor and Quality That Win Customers

This stamp of
High Quality
on
HAMS—BACON

Vogt's

Assures you **REPEAT SALES**
and **SATISFIED CUSTOMERS**

F. G. Vogt & Sons, Inc., Philadelphia, Pa.

They Sell on Sight
Frankfurters
Corned Beef Boiled Ham
Head Cheese Meat Loaf
Tongue, Bacon, Bolognas

Otto Stahl's

"Ready to Eat Meats"

Delicious!

Delicatessens—Meat Markets—Food Shops Served
2nd AVE. AT 157th ST., NEW YORK



The flavor that wins the favor



IRISH HAMS AND IRISH BACON

Invite prosperity
in the Summer Trade

PITTSBURGH PROVISION AND
PACKING COMPANY

Union Stock Yards, Pittsburgh, Pa.

NORTH PACKING & PROVISION CO.

MANUFACTURERS NORTH STAR BRAND PORK PRODUCTS

Packers, Jobbers and Exporters of Provisions

New York Office Boston Store General Office and Packing Houses
444 PRODUCE EXCHANGE 87 SOUTH MARKET ST. SOMERVILLE, MASS.

John P. Squire & Company

Established 1842

Pork Packers

NEW YORK OFFICE
211 Produce Exchange

P. O. BOX 5325
BOSTON, MASS.

PACKING HOUSES
Cambridge, Mass.

HETZEL & COMPANY

PACKERS

CHICAGO

Meat Production and Consumption Statistics

Meat and livestock production and consumption figures for May, 1927, are compiled by the U. S. Department of Agricultural Economics, and announced, with comparisons, as follows:

CATTLE, CALVES, BEEF AND VEAL.

	3-yr. avg. ¹	May, 1926.	1927.	Total or average January-May, 3-yr. avg. ¹	1926.	1927.
Inspected slaughter:						
Cattle	769,837	787,664	785,272	3,729,808	3,852,544	3,775,286
Calves	468,404	454,938	462,191	2,138,001	2,167,929	2,146,096
Carcasses condemned:						
Cattle	6,841	6,759	6,038	39,395	44,471	30,840
Calves	892	823	810	6,173	6,014	4,987
Average live weight:						
Cattle, lbs.	960.13	965.65	940.80	968.46	970.27	954.91
Calves, lbs.	157.16	160.79	162.66	160.74	162.96	161.91
Average dressed weight:						
Cattle, lbs.	528.10	531.46	519.62	525.05	526.35	520.21
Calves, lbs.	92.88	93.71	96.06	94.74	96.26	96.14
Total dressed weight (carcass, not including condemned):						
Beef, lbs.	402,944,385	415,019,771	405,061,418	1,937,216,478	2,004,991,348	1,947,651,050
Veal, lbs.	45,407,465	42,555,117	44,320,259	201,220,789	207,522,339	205,367,111
Storage:						
Beginning of month—						
Fresh beef, lbs.	50,861,000	32,372,000	39,712,000	72,414,000	48,591,000	58,220,000
Cured beef, lbs.	27,347,000	27,606,000	23,216,000	26,316,000	26,206,000	26,627,000
End of month—						
Fresh beef, lbs.	38,440,000	26,649,000	28,719,000	62,972,000	41,950,000	49,463,000
Cured beef, lbs.	25,982,000	25,930,000	21,694,000	26,404,000	26,363,000	25,262,000
Exports: ²						
Fresh beef and veal, lbs.	207,765	144,907	127,053	1,338,214	1,209,294	847,632
Cured beef, lbs.	1,536,588	1,185,183	1,061,575	7,921,478	7,013,600	6,924,101
Canned beef, lbs.	168,102	171,631	259,118	963,720	1,225,280	1,432,151
Oleo oil and stearin, lbs.	10,376,681	10,245,700	8,788,221	44,453,795	44,494,190	42,436,977
Tallow, lbs.	1,806,364	1,033,790	635,834	8,019,659	3,338,744	2,784,172
Imports: Fresh beef and veal, lbs.	2,085,806	1,085,610	2,761,223	7,427,335	7,573,546	8,585,925
Receipts, cattle and calves ³	1,840,351	1,894,047	1,954,898	8,723,442	8,806,471	8,758,044
Cattle on farms, Jan. 1.		59,148,000	57,521,000			
Price per 100 pounds:						
Cattle, average cost for slaughter	7.92	7.69	9.07	7.40	7.53	8.28
Calves, average cost for slaughter	9.09	10.40	10.06	9.25	10.10	10.45
At Chicago—						
Cattle, good steers	10.31	9.66	11.54	10.55	10.13	11.15
Veal calves	9.40	11.04	11.07	10.18	11.52	11.62
At eastern markets—						
Beef carcasses, good grade	16.15	15.58	18.10	15.65	16.59	18.93
Veal carcasses, good grade	17.58	19.35	18.30	18.62	20.36	20.20

HOGS, PORK, AND PORK PRODUCTS.

Inspected slaughter, hogs	3,531,531	3,130,904	3,765,720	20,467,352	17,649,598	18,840,718
Carcasses condemned	13,999	11,437	13,025	76,931	60,860	64,180
Average live weight, lbs.	230.32	238.12	235.42	226.29	237.03	233.08
Average dressed weight, lbs.	175.56	182.27	181.71	172.72	182.07	179.86
Total dressed weight (carcass, not including condemned), lbs.	615,135,906	568,585,250	681,902,208	3,497,837,681	3,198,330,718	3,372,310,211
Lard per 100 pounds live weight, lbs.	16.64	16.61	16.13	16.09	16.73	15.55
Storage:						
Beginning of month—						
Fresh pork, lbs.	180,527,000	124,569,000	204,608,000	162,952,000	106,043,000	164,824,000
Cured pork, lbs.	594,912,000	478,229,000	565,004,000	572,538,000	467,657,000	483,608,000
Lard, lbs.	117,394,000	98,365,000	99,611,000	90,784,000	74,857,000	77,670,000
End of month—						
Fresh pork, lbs.	169,580,000	117,366,000	211,742,000	175,327,000	117,924,000	187,643,000
Cured pork, lbs.	571,420,000	457,106,000	576,108,000	586,091,000	476,627,000	525,808,000
Lard, lbs.	124,356,000	106,824,000	111,976,000	105,458,000	87,720,000	90,067,000
Exports: ²						
Fresh pork, lbs.	1,007,718	613,792	577,968	12,033,574	7,773,089	3,562,164
Cured pork, lbs.	38,345,197	32,197,657	24,354,427	257,047,408	192,126,416	108,468,345
Canned pork, lbs.	461,657	687,772	632,087	2,183,377	3,188,449	3,348,046
Sausage, lbs.	997,333	634,454	731,942	5,290,349	3,981,703	3,845,244
Lard, lbs.	65,017,963	59,806,739	66,313,615	381,066,453	336,169,140	304,129,869
Imports: Fresh pork, lbs.	306,822	364,291	537,098	1,737,018	1,975,306	8,299,294
Receipts of hogs ³	3,547,226	3,037,808	3,581,824	21,087,629	17,426,991	18,038,349
Hogs on farms Jan. 1.		52,055,000	52,536,000			
Price per 100 pounds:						
Average cost for slaughter						
At Chicago—Live hogs, medium weight	10.91	13.52	9.51	12.40	12.55	11.01
At eastern markets—	11.13	13.74	9.83	10.68	12.70	11.20
Fresh pork loins, 10 to 15 pounds	22.61	27.79	20.64	20.29	24.76	21.74
Shoulders, skinned	16.18	20.58	16.22	15.31	19.42	17.83
Picnics, 6 to 8 pounds	14.54	18.46	15.06	13.71	17.66	16.17
Butts, Boston style	19.48	24.52	18.08	18.50	23.05	21.22
Bacon, breakfast	25.93	29.79	25.29	24.99	29.14	26.42
Hams, smoked	25.79	31.38	24.88	24.40	28.84	25.87
Lard, hardwood tubs	15.03	16.37	13.71	15.28	16.00	13.79

SHEEP, LAMB, AND MUTTON.

Inspected slaughter, sheep and lambs	982,578	958,802	991,533	4,898,692	5,142,594	5,098,468
Carcasses condemned	870	858	961	5,111	5,441	5,022
Average live weight, lbs.	80.02	79.05	78.36	84.83	85.36	83.70
Total dressed weight (carcass, not including condemned), lbs.	38,294,631	36,727,573	37,730,887	196,355,379	208,285,484	201,490,362
Storage, fresh lambs and mutton:						
Beginning of month, lbs.	2,161,000	2,393,000	1,862,000	2,377,000	2,640,000	3,578,000
End of month, lbs.	1,901,000	1,697,000	1,210,000	2,285,000	2,616,000	2,907,000
Exports, fresh lamb and mutton ² , lbs.	142,409	198,429	54,417	444,003	408,840	211,301
Imports, fresh lamb and mutton, lbs.	192,190	136,937	123,887	873,608	819,987	439,724
Receipts of sheep ³	1,583,460	1,717,271	2,043,899	7,968,394	7,948,232	8,324,393
Sheep on farms January 1.		39,864,000	41,909,000			
Price per 100 pounds:						
Average cost for slaughter	13.42	13.60	14.14	13.83	13.20	13.56
At Chicago—						
Lambs, 84 pounds down, medium to prime	13.92	14.36	14.49	14.69	13.97	13.91
Sheep, medium to choice	7.73	7.97	7.44	8.83	8.91	8.18
At eastern markets—						
Lamb carcasses, good grade	27.48	29.38	30.61	25.78	25.90	27.01
Mutton, good grade	17.07	17.01	17.43	17.03	16.59	16.90

¹ 1924, 1925, and 1926.

² Including reexports.

³ Public stockyards.

Meat Stocks Are Greater

Stocks of meats on hand at the seven principal markets of the country showed an increase of more than 10,000,000 lbs. during July, while lard stocks increased 35,000,000 lbs. during the month.

Sweet pickle meats on hand declined approximately 1,400,000 lbs. during the month, the principal decrease being in regular hams and bellies. The good showing in these classes of meat was offset somewhat by the increase of more than 7,000,000 lbs. in the stocks of skinned hams.

Dry salt meat accumulations showed a considerable increase during the month, bellies showing the greatest increase while stocks of fat backs showed only a slight increase.

Stocks of all meats and lard on the first of August were heavy compared with the same period a year ago. Total meats on hand are 83,600,000 lbs. more than last year and lard stocks are 28,000,000 lbs. heavier. There are 20,000,000 lbs. more of regular hams and 30,000,000 lbs. more of skinned hams on hand. There are about 13,000,000 lbs. more bellies but only 3,000,000 lbs. more picnics. In dry salt meats the increase is some 21,000,000 lbs.

A let-up in the hog runs would help this situation materially, or a shortage of hog supplies during the balance of the summer packing season would be a strong factor in moving this product and getting the money out of it.

Stocks of provisions at Chicago, Kansas City, Omaha, St. Louis, East St. Louis, St. Joseph and Milwaukee, on July 31, 1927, with comparisons, as especially compiled by THE NATIONAL PROVISIONER, are reported as follows:

	July 31, '27	June 30, '27	July 31, '26
Total S. P. meats	209,628,500	211,020,829	144,163,175
Total D. S. meats	86,758,961	74,210,041	65,817,396
Total all meats	320,332,445	310,041,864	236,699,559
P. S. lard	100,676,740	75,518,058	72,334,344
Other lard	28,845,886	18,976,382	20,225,587
Total lard	129,522,626	94,494,940	98,559,931
S. P. reg. hams	71,890,674	79,980,262	51,744,897
S. P. sknd. hams	64,538,205	57,152,154	34,891,904
S. P. bellies	47,925,542	48,987,662	34,637,291
S. P. picnics	24,855,659	24,447,946	21,936,825
D. S. bellies	70,944,684	58,501,824	45,322,977
D. S. fat backs	9,009,641	8,707,369	12,602,566

MEAT SUPPLIES IN JULY.

Smaller receipts of cattle and sheep at the principal markets of the country featured the July livestock runs. Most markets received more hogs than in July, 1926.

At the 11 principal markets hog receipts totalled 2,074,000, compared with 2,021,000 last July, comparing favorably with the July receipts of other years, with the exception of 1923 and 1924. For the first seven months of the year these markets received 16,489,000 hogs compared with 15,905,000 last year.

Omaha hogs averaged the heaviest of any market, reaching 278 lbs. This is said to be the heaviest July average for this market in 30 years. Of the markets reporting Kansas City hogs averaged the lightest at 219 lbs. Hogs at Chicago continued heavy, averaging 246 lbs. compared with 261 lbs. last year, 243 lbs. two years ago and 239 lbs. three years ago.

During the month Chicago received 594,550 hogs, Omaha 249,500, Kansas City 117,039, St. Louis 271,049.

The seven markets received 653,810 cattle in July compared with 849,191 in the same month of 1926. Sheep receipts at 743,016 declined some 37,000 head from July, 1926.

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PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Prices Weak—Products Under Pressure—Hogs Easier—Spot Demand Quiet—Stocks Large.

The market was under pressure practically all the week, with prices down to the low of movement, and influenced largely by the liberal supplies, particularly of lard and slow demand. The Chicago lard statement was a serious surprise to the bulls. The total stocks increased 20,000,000 pounds for the month, aggregating 96,216,000 pounds. This represents the product of nearly 3,000,000 hogs.

The enormous increase in the Chicago stocks the past month emphasized the claim that had been made that the Chicago market was the highest market in the country and that lard was going there because it could be sold better there than elsewhere. The point has been persistently made that lard could be bought in the eastern markets, and also in European markets, at less price than it could be bought in Chicago, and that this situation is resulting in but little business in the Chicago market and is attracting lard to that market.

Hog Prices Lower.

The average price of hogs for the past week showed a little decline, but is still holding very well indeed notwithstanding the decline in the contract market. Compared with last year the price of hogs is nearly 2½¢ per pound lower, and the price of lard shows almost a corresponding decline.

The average weight of hogs received at Chicago the past week was 16 lbs. less than last year, but 5 pounds better than two years ago. The average for the month of July was 246 lbs., a decrease of 15 pounds from last year. Receipts for the month were 623,431 hogs, an increase of 71,381 over a year ago, the increase for the movement offsetting the decrease in the weight.

The decrease in the average weight of hogs for the month of July was paralleled, in a limited way, by a decrease of 7 lbs. in the average weight of cattle, but there was an increase of 3 lbs. in average weight of sheep. The movement of hogs for the week at seven leading points showed an increase of 32,000 compared with preceding week, while there was a small decrease in cattle and sheep.

The exports are running about the same as they have been for some time past. Shipments of lard are increasing a little but this, it is claimed, is the result of consignments as it is stated that the prices abroad, particularly in the English markets, are below a parity with the western markets. Some sales have been recently made at the Seaboard at such a concession under the west as to give some indication of liquidation of distressed stuff.

Hog-Corn Ratio Unsatisfactory.

The conditions as to the hog-corn relative price continues unsatisfactory, but pasture and general feed conditions are excellent. While it is expensive to feed corn, other feedstuffs are not so prohibitive. The private reports which have just been issued show a better

promise than in July for corn and oats, and the maintenance of a favorable promise for the hay crop where it is still uncut.

The weather conditions for corn have been better, although every report emphasizes the lateness of the season. It is undoubtedly true that it will mean a late frost to protect and mature the corn.

The developments in the cotton crop as affecting the possibilities of the next years' supply of cotton seed have indicated a more favorable general promise than last year as far as the growth and fruiting of the crop are concerned. The boll weevil is much more numerous than last year and on that account there is grave apprehension. A period of hot dry weather in the next two weeks, which would tend to kill the grubs, would be a very favorable condition. If the crop of weevils due in the next week or ten days hatches out under favorable conditions, there will be a serious menace to the crop.

Figures on the corn-hog ratio recently put out by the Bureau of Agricultural Economics, show that from about the middle of 1920 the price of hogs moved sharply above the relative price of corn and stayed above until the end of 1922, remaining below the relative price of corn until the middle of 1925, and has remained sharply above the price of corn until the break in the relative position the last two months.

At the high point in 1926 it required 18.7 bushels of corn to buy 100 lbs. of hog. In June it took only 9.4 bushels of corn to buy 100 lbs. of hog. The peak point in 1926 was the highest relative position of hogs compared with corn for any period in over 15 years.

Meat Demand Below Production.

The position of the market as of the beginning of August shows a big stock of lard concentrated at Chicago and a liberal stock of meats at the principal points. The demand for product apparently is not taking care of the summer production. The exports are running on a scale suggestive of only moderate totals for the year, and the position seems to be one where the normal fall movement of livestock may have a large stock of product to contend with.

A good many have been buying product on the theory that the corn situation would mean temporarily a low price for product during the liquidation of the hog supply, particularly with the poor prospects for corn and the unsatisfactory corn-hog ratio. The action of the market for futures would seem to indicate that these buyers have become apprehensive. A readjustment, based on the supply of hogs and price of feedstuffs, might not be so far off as to make the carrying of such contracts a difficult operation unless there should develop a smaller movement of hogs from the country than has been foreshadowed by the estimates.

PORK—The market for pork in the East was quiet but steady the past week, with mess quoted at \$33; family, \$36@38; fat backs, \$22.50@29.00. At Chicago mess was quotable at \$29.00.

LARD—Both domestic and export trade was quiet in the East, and the market was barely steady, feeling pressure of actual stuffs and a barely steady tone in hogs. At New York prime western was quoted at \$12.85@12.95; middle western, \$12.65@12.75; city, 12½@12¾; refined continent, 13½¢; Brazil kegs, 15¢; compound, 11¾¢; car lots, 12¢ less than cars.

At Chicago regular lard in round lots was quoted at 15¢ under September; loose

lard, 1.10¢ under September; leaf lard, 1.55¢ under Sept.

BEEF—Demand was fair and the market firm although in several quarters trade was reported dull. At New York mess quoted at \$18@19; packer, \$16@18; family, \$18.50@20.50; extra India mess, \$33@35; No. 1 canned corned beef, \$2.50; No. 2, \$4.25; 6 lbs., \$12.75; pickled tongues, \$50@60 nominal.

SEE PAGE 43 FOR LATER MARKETS.

BRITISH PROVISION CABLE.

(Special Cable to The National Provisioner.)

Liverpool, August 5, 1927.

The market is dull and weak, with practically no demand for pure lard, picnics and hams. Consignments of cuts from American packers to this market are extremely light at present low price levels.

Today's prices are as follows: Shoulders, square, 74s; picnics, 65s; hams, long cut, 83s; American cut, 80s; Cumberland cut, 78s; short backs, 81s; bellies, clear, 82s; Canadian, 82s; spot lard, 63s.

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ending July 30, 1927, with comparisons, are reported by the U. S. Department of Commerce as follows:

	Week ending—				Jan. 1, 1927, to July 30, 1927.
	July 30, 1927.	July 31, 1926.	July 23, 1927.	July 23, 1927.	
	M lbs.	M lbs.	M lbs.	M lbs.	
HAMS & SHOULDERS, INCLUDING WILTSHIRES.					
Total	1,350	1,875	1,743	72,774	72,774
To Belgium	1,292	1,775	1,626	62,678	62,678
United Kingdom	28	81	10	3,919	3,919
Other Europe	30	19	107	5,564	5,564
Cuba					
Other countries					

BACON, INCLUDING CUMBERLAND.					
Total	2,395	1,853	2,003	68,250	68,250
To Germany	2,250	1,790	1,941	37,396	37,396
United Kingdom	84	57	58	10,039	10,039
Other Europe	61	1	4	4,019	4,019
Cuba					
Other countries					

LARD.					
Total	6,633	6,488	9,174	405,795	405,795
To Germany	1,461	628	3,409	113,934	113,934
Netherlands	858	404	681	26,815	26,815
United Kingdom	3,620	3,404	2,901	136,827	136,827
Other Europe	104	10	616	29,286	29,286
Cuba	590	1,258	1,098	46,969	46,969
Other countries	664		459	51,934	51,934

PICKLED PORK.					
Total	385	225	421	15,632	15,632
To U. Kingdom	144	77	156	2,765	2,765
Other Europe	2		25	467	467
Canada	231	109	167	3,590	3,590
Other countries	8	39	73	8,810	8,810

TOTAL EXPORTS BY PORTS WEEK JULY 23.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	Pickled pork, M lbs.
Total	1,350	2,395	6,633	385
Boston	35	1		10
Detroit	917	722	1,464	206
Port Huron	324	350	722	156
Key West	28		590	3
New Orleans				
New York	46	1,312	3,537	7
Philadelphia			320	

DESTINATION OF EXPORTS.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.
Exported to:			
United Kingdom (total)	1,292	2,250	
Liverpool	495	1,421	
London	182	202	
Manchester	18		
Glasgow	140		
Other United Kingdom	467	583	
Exported to:			
Germany (total)	1,461		
Hamburg	1,403		
Other Germany	56		

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EUROPEAN PROVISION CABLES.

The market at Hamburg is slightly firmer. Buyers seem inclined to book their requirements in anticipation of high prices, says J. E. Wrenn, American Trade Commissioner, Hamburg, Germany, in his weekly cable to the U. S. Department of Commerce. Receipts of lard for the week were 606 metric tons.

Arrivals of hogs at 20 of Germany's most important markets were 83,000, at a top Berlin price of 14.71c a pound, compared with 58,000 at 18.17c a pound for the same week last year.

The Rotterdam market was firmer, with spot goods selling well.

The market at Liverpool was weak, with sellers willing to meet buyers.

The total of pigs bought in Ireland for bacon during the week was 19,000.

The estimated slaughter of Danish hogs for the week ending July 29, 1927, was 87,000.

HAMBURG.			
	Stock.	Demand.	Prices
Refined lard	Med.	Med.	cents per lb.
Pat backs	Med.	Poor	14.07@14.52
Frozen pork livers	Med.	Poor	13.49@14.97
Extra oleo oil	Med.	Poor	@ 5.90
Extra oleo stock	Med.	Poor	14.52@14.97
Lard, prime steam, tierces	Med.	Poor	@ 13.16
ROTTERDAM.			
Extra neutral lard	Hvy.	Med.	@ 14.56
Refined lard	Med.	Poor	13.47@13.65
Extra oleo oil	Lt.	Med.	14.56@14.74
Prime oleo oil	Hvy.	Poor	12.38@13.10
Extra oleo stock	Med.	Med.	
Extra premier jus	Hvy.	Med.	8.19@ 8.37
Fat backs	Med.	Med.	
Prime premier jus	Hvy.	Med.	
LIVERPOOL.			
Hams, AC, light	Med.	Poor	16.93@17.79
Hams, AC, heavy	Med.	Poor	17.36@17.79
Hams, long cut	Med.	Poor	
Cumberland, light	Med.	Poor	16.28@16.93
Cumberland, heavy	Med.	Poor	16.28@16.93
American Wiltshires	Lt.	Poor	Nom.
Square shoulders	Lt.	Good	16.06@16.49
Picnics	Lt.	Poor	12.15@13.45
Clear bellies	Med.	Poor	17.36@18.23
Refined lard, boxes	Hvy.	Poor	13.78@14.00
New York shoulders			18.01@19.10

*Not quoted.

WORLD PORK CONSUMPTION.

Per capita pork consumption in most countries appears to have increased from 1921 to 1924 or 1925 and then to have shown a decrease. This is true in the United States, Canada, France, Belgium, the United Kingdom and New Zealand. All countries for which estimates are available for 1926 showed decreases compared with 1925, with the single exception of Germany. The largest decrease was in the United Kingdom, due to both smaller production and imports.

In Germany there was an increase from 63.9 pounds in 1925 to 67.7 pounds in 1926. Per capita consumption in 1926 exceeds pre-war in the United States, Canada and the United Kingdom. In Germany in 1926 it was still 5 pounds under pre-war.

These estimates of per capita consumption include lard in most countries.

The U. S. Department of Agriculture says that, from the information available on pork production for 1927, it is evident

that per capita consumption figures for this year will probably show considerable increases over 1926. Under more favorable conditions, a country such as Germany, whose production and consumption are below the pre-war level, might be expected to absorb any regular increase in production, plus a fair amount of imported supplies at prices fairly satisfactory to producers. That country has been experiencing a shortage of animal fats since the war, which domestic production so far has been unable to remedy. The need is met by domestic production, or by imports from other European countries having a competitive advantage, Germany may be counted upon as a market for American lard.

In Great Britain, the leading market for American pork products, the usual trends in the utilization of pork products have been thrown out of line by the operations of the quarantine against continental fresh meat. Imports of bacon alone are much larger so far this year than for the first 6 months of 1926, but the supplies of fresh pork usually obtained from the Netherlands have not been forthcoming from domestic sources. The final result for the year, therefore, cannot be estimated with any degree of accuracy.

BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughters under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending July 30, 1927, with comparisons:

	Week ending July 30, 1927.	Prev. week.	Cor. week.
Western dressed meats:			
Steers, carcasses	2,392	3,409	2,965
Cows, carcasses	2,684	2,680	852
Bulls, carcasses	50	44	35
Veals, carcasses	1,362	906	1,348
Lambs, carcasses	9,490	12,986	9,703
Mutton, carcasses	204	188	485
Pork, lbs.	274,200	398,711	451,445
Local slaughters:			
Cattle	1,182	1,074	1,482
Calves	1,277	1,715	1,474
Hogs	12,002	15,228	10,007
Sheep	3,684	3,884	5,323

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ending July 30, 1927, are reported officially as follows:

Point of origin.	Commodity.	Amount.
Canada—Quarters of beef		376
Canada—Calf carcasses		1,910
Canada—Calf livers		2,458
Canada—Fresh pork cuts		8,491 lbs.
Canada—Beef livers		6,392 lbs.
Brazil—Bacon		543 lbs.
Germany—Sausage and hams		3,654 lbs.
Germany—Bacon		45 lbs.
Germany—Sausage in tins		140 lbs.
Germany—Sausage		550 lbs.
Italy—Sausage		1,003 lbs.
Italy—Hams		616 lbs.
Brazil—Canned corn beef		36,040 lbs.
Czechoslovakia—Sausage		1,300 lbs.
Denmark—Liver paste		1,190 lbs.
Denmark—Cooked hams		1,612 lbs.
Holland—Sausage		10,250 lbs.
Holland—Veal in tins		1,140 lbs.
Holland—Cooked hams		1,373 lbs.
Ireland—Bacon		1,633 lbs.

CHICAGO PROVISION STOCKS.

Stocks of provisions in Chicago at the close of business on July 31, 1927, with comparisons, are reported by the Chicago Board of Trade as follows:

	July 31, 1927.	June 30, 1927.	July 31, 1926.
Mess pork, new, made since Oct. 1, '26, brls.	410	539	324
Other kinds of brld. pork, brls.	21,086	21,968	20,753
P. S. lard, made since Oct. 1, '26, lbs.	74,360,815	53,401,452	54,451,686
P. S. lard, made Oct. 1, '25 to Oct. 1, '26	3,612,227	3,587,856	
Other kinds of lard, lbs.	18,243,137	9,541,294	13,209,204
S. R. middles, made since Oct. 1, '26, lbs.	3,639,818	2,452,123	3,075,129
D. S. clear bellies, made since Oct. 1, '26	28,036,653	22,613,561	18,862,497
D. S. rib bellies, made since Oct. 1, '26	4,463,369	4,599,556	4,056,505
Ex. sh. cl. middles, made since Oct. 1, '26, lbs.	272,524	252,904	738,555
Sh. cl. middles, lbs.			41,700
Ex. sh. rib middles, lbs.			17,000
D. S. sh. fat backs, lbs.	4,573,358	5,298,855	8,209,457
D. S. shoulders, lbs.	24,906	62,660	15,949
S. P. hams, lbs.	35,848,261	40,512,272	22,156,677
S. P. skinned hams, lbs.	25,176,854	21,547,528	11,427,517
S. P. bellies, lbs.	19,002,866	20,403,098	12,415,367
S. P. California or picnic—S. P. Boston shoulders, lbs.	11,053,546	10,287,599	7,380,588
S. P. shoulders, lbs.	50,683	66,260	271,078
Other cuts of meats, lbs.	7,428,786	8,286,463	11,706,744
Total cut meats, lbs.	139,651,624	136,383,779	100,374,963

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U. S. GOVERNMENT INSPECTION ALLENTOWN, PA.

Oscar Mayer & Co.
Packers

Approved

HAMS - BACON
 LARD - SAUSAGES
"Unusually Good"

Chicago Washington Madison
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A. H. March Packing Co.
Pork Packers

ASK FOR THE Celebrated Diamond A.H.M. Brand
Hams, Bacon and Lard Known Since 1873 BRIDGEPORT, PA.

The International Provision Co.
 PACKERS AND EXPORTERS OF
Fine Provisions
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Their Flavor is a "Marvel"



MUTUAL SAUSAGE CO.
MARVEL
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Marvel Brand Hams and Bacon are popular because their flavor is unsurpassed—and their price is reasonable

ESTABLISHED 1846

The Layton Company
*Pork Packers & Curers
 of Choice Selected*

Hams and Bacon
 and Renderers of
Guaranteed Pure Lard
Quality Our Hobby for 82 Years
Milwaukee, Wisconsin

TALLOW, STEARINE, GREASE AND SOAP

WEEKLY REVIEW

TALLOW—The market for tallow the past week has been very quiet but steady in the East, with the basis for extra New York holding throughout the week at 7½¢ f.o.b., or unchanged from the previous week. The volume of business that passed was moderate, and the market took on more of an awaiting attitude. Sellers were not pressing and appeared to be in a well sold-up position, while buyers are also apparently comfortable fixed at the moment and are inclined to look on, although business was possible almost every day at the quoted levels.

The corn market continued to hold firmly, but some of the outside commodities showed a reactionary tendency, particularly cottonoil. At New York, special was quoted at 7½¢; extra, 7¾¢; edible, 8¢. At Chicago, the market was quiet and unchanged from the previous week, with edible quoted at 8½¢@8¾¢; fancy, 8¢; prime packer, 7¾¢; No. 1, 7¼¢; No. 2, 6½¢@6¾¢.

There was no auction at London this week. At Liverpool, Australian tallow was irregular, with prime 3d lower at 35s 9d, while good mixed was 4½d higher at 34s 1½d.

STEARINE—The market for stearine was moderately active but firm, with prices for oleo at New York quoted at 10½¢, an advance of ¼¢ from the previous week. At Chicago, the market was steady with Oleo quoted at 10¢.

OLEO OIL—While demand appeared quite in both domestic and export, there was no particular pressure on the market, and the tone was steady. Prime New York was quoted at 13¾¢; medium, 12½¢; lower grades, 10½¢@11½¢. At Chicago extra was quoted at 13¢.

SEE PAGE 43 FOR LATER MARKETS.

LARD OIL—The market was quiet the past week and about steady, easiness in raw materials having some influence. At New York edible was quoted at 15¾¢; extra winter, 12¾¢; extra, 11½¢; extra No. 1, 11¼¢; No. 1, 10¾¢; No. 2, at 10½¢.

NEATSFOOT OIL—Trade was rather quiet and the market barely steady with raw materials. At New York the pure market was quoted at 14¾¢; extra, 11¼¢; No. 1, 10¾¢; cold test, 18¢.

GREASES—The market for greases throughout the week was a quiet affair, with buying of a routine character and limited, in the main, to nearby requirements. Export interest was not in evidence, and the tone was about steady. Producers were not pressing the market, but the demand generally was disappointingly small.

At New York sellers were asking 6½¢@6¾¢ for yellow and choice house, while A white was quoted at 7½¢; B white, 7¼¢; choice white, 8¾¢.

At Chicago, trade in greases was quiet to fair, with some interest from Kansas and Cincinnati, while white grease for export was slow. At Chicago, brown was quoted at 6¢@6½¢; Yellow, 6½¢@6¾¢; B white, 7¼¢; A white, 7¾¢; choice white, 7½¢@7¾¢.

EASTERN FERTILIZER MARKET.

(Special Report to The National Provisioner.)

New York, Aug. 3, 1927.—Little change was noted in the local market during the past week, and offerings were limited to tankage and blood.

Foreign bonemeal is offered at \$31.00

per ton c. i. f. Atlantic ports, and has been meeting with good demand. Sellers report fairly good sized sales.

Unground tankage is in good demand, with very little to be had. The feeding buyers are picking up most of this class of material and paying top market prices.

Nitrate of soda stocks are larger, and the price is holding firm at \$2.25.

Packinghouse By-Products

Chicago, August 5, 1927.

Blood.

The market is strong and offerings are not plentiful.

Unit Ammonia.
Ground and unground.....\$4.75@5.00

Digester Hog Tankage Materials.

The market is very strong on tankage suitable for feed. Bulk of high grade material is holding firm.

Unit Ammonia.
Ground, 11½ to 12% ammonia.....@5.35
Ground, 8 to 10% ammonia.....4.25@4.75
Unground, 11 to 13% ammonia.....5.20@5.25
Unground, 8 to 10% ammonia.....@4.75
Liquid stick, 7 to 11% ammonia.....@3.75

Fertilizer Materials.

Offerings are extremely scarce and the demand is excellent.

Unit Ammonia.
High grade, ground, 10-11% ammonia....@3.30
Lower grade, ground & ungrd. 6-9% am..2.80@2.90
Hoop meal.....2.75@3.10

Bone Meals.

A good demand features the bone meals market, with supplies short.

Per Ton.
Raw bone meal.....\$32.00@55.00
Steam, ground.....30.00@45.00
Steam, unground.....26.00@34.00

Cracklings.

Cracklings are very strong and offerings are extremely light.

Per Ton.
Hd. prsd. & exp. ungrd., per unit protein.\$ 1.30@ 1.40
Soft pressed pork, ac. grease and quality.85.00@90.00
Soft pressed beef, ac. grease and quality.50.00@55.00

Horns, Bones and Hoofs.

This market remains quiet, as it has been for the past few weeks.

Per Ton.
Horns.....\$50.00@175.00
Round shin bones.....45.00@ 50.00
Flat shin bones.....42.00@ 45.00
Thigh, blade and buttock bones.....40.00@ 45.00
Cattle hoofs.....33.00@ 35.00
(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

Gelatin and Glue Stocks.

A brisk demand continues for cattle jaws, skulls and knuckles.

Per Ton.
Klp and calf stock.....\$32.00@42.00
Rejected manufacturing bones.....45.00@47.50
Horn piths.....39.00@41.00
Cattle jaws, skulls and knuckles.....39.00@40.00
Sinews, pizzles and hide trimmings.....28.00@29.00

Animal Hair.

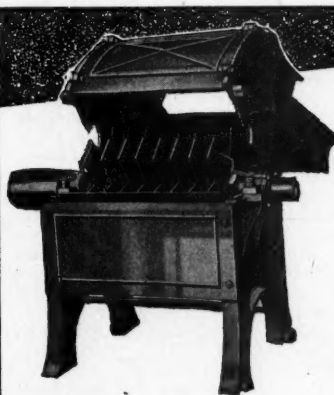
This market continues very quiet, as it has been for the past several weeks, with little interest being shown. There is a good demand for switches.

Per Pound.
Coil and field dried.....2 @3c
Processed grey.....4 @7½c
Black dyed.....5 @8c
Cattle switches, each*.....4 @5c
*According to count.

Pig Skins.

Market for strips, scrap and trimmings dull. Demand for No. 1 strips is good.

Per Pound.
Tanner grades.....7 @7½c
Edible grades, unassorted.....@4½c



Have you a "Newman" in Your Tankhouse?

One leading packer recently ordered his

18th NEWMAN GRINDER

For maximum results and performance, the trouble and fool-proof NEWMAN Grinder belongs to your plant.

Three sizes—Satisfaction guaranteed

Newman Grinder & Pulverizer Co.

419-425 W. 2nd St., Wichita, Kansas

DISTRIBUTORS

The American By-Product Machinery Co., 26 Cortlandt St., New York City. The Cincinnati Butchers' Supply Co., Cincinnati-Chicago. The Allbright-Neil Co., Chicago, Ill.

\$300⁰⁰
to
\$495⁰⁰

THE KENTUCKY CHEMICAL MFG. CO., Inc.

COVINGTON, KY. Opposite Cincinnati, Ohio

Buyers of Beef and Pork Cracklings
Both Soft and Hard Pressed



Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

G. H. Hammond Company

A quality product good for steady business

HAMMOND'S
Mistletoe
MARGARINE

Chicago

MISS. COTTONSEED CRUSHERS.

Value of a trade association to its members is well illustrated in the activities of the Mississippi Cottonseed Crushers' Association, which for some years has been a very good example of association efficiency under the guiding hands of its active presidents and its perpetual-motion secretary, Henry C. Forrester.

The last year was an especially good one under the direction of president E. T. George, and this was shown in the reports and proceedings of the annual convention held at Biloxi early in July. The convention was such a success in the matter of attendance, attention to sessions, entertainment, etc., that wonder was expressed that the Interstate Association did not hold its meetings at this ideal spot.

In his annual address President E. T. George was able to show that through the efforts of the traffic committee and the traffic manager some \$150,000 or more had been refunded to the mills on the 1925 and 1926 operations, and savings made to the industry of the state amounting to at least a quarter of a million dollars during the season of 1926 and 1927, besides being able to kill a number of detrimental rates and charges.

Also since 1924 through advertising and co-operation of the different states departments and colleges, the consumption of meal in the state of Mississippi has been increased over 100 per cent.

He also rightfully claimed that the Mississippi Association had played its full part by working in sympathy and co-operation with the extension department, agricultural departments and colleges in bringing Mississippi from a very low cotton production per acre to her stand of now leading all of the larger cotton-growing states.

President George also referred to the very low fire losses of mills in Mississippi for the five years ending in 1926, they being under 45 per cent of the premiums paid, and of the successful fight to keep

down increase in base rates that the insurance companies asked for. In this connection it was developed that in 1926 and 1927, although about \$175,000 had been paid in premiums, the fire insurance losses in Mississippi during the season now closing had amounted to less than \$10,000.

As to the future, Mr. George called attention to the advance that Mississippi was making in dairying and the opportune time for increased advertising of cottonseed meal and hulls, and for full cooperation between the oil mills, the other business interests and the powers in Mississippi towards a full development of the State, not alone in dairying but everything else that tends to building up and improvement.

Reference was made to the general investigation of all cottonseed and cottonseed products rates—and the association's past achievements in such matters, and he said that it was necessary for the industry as a whole to get behind the association.

Other speakers at the convention were John Sharp Williams, 3rd, of Yazoo City, president of the Mississippi Insurance Commission; Frank Wisner, of the Eastman-Gardner Company, Laurel, Miss., perhaps one of the best posted men in the United States on income taxes; Thos. L. Bailey, speaker of the state house of representatives; Oliver P. Cobb, expert accountant, Memphis, Tenn., on uniform cost accounting; S. W. Wilbor, president, J. E. Byram, first vice president and Christie Benet, general counsel of the Interstate Cotton Seed Crushers Association.

Officers elected for the new year were: J. H. Turbeville, Jackson, president; Harris Barksdale, Jackson, vice president; and H. C. Forrester, re-elected secretary and treasurer. Retiring president George was presented with a beautiful twenty-one jewel white gold watch, chain and fob and Mrs. George was presented with a substantial check to purchase a lasting memorial of the efforts of her husband for the industry.

DEATH OF JAMES D. DAWSON.

James D. Dawson, Houston, Tex., one of the pioneers in the cottonseed oil industry and a factor in Interstate and Texas association affairs, died recently at the age of 65 years. Although he had not been active in business for several years, Mr. Dawson retained a keen interest in the cotton oil industry and its progress and development.

He was a native of Charleston, S. C. In the early days of cottonseed oil milling he built and operated the Interstate Mill at Augusta, Ga. For a time he was also manager of the mill of the Southern Cotton Oil Co. at that place.

In 1902 he went to Houston, Tex., and erected a mill there for the Southern company. This he operated under the name of the Fidelity Products Co., of which he was president. He was also president of the Fidelity Chemical Co., an allied concern, and a director of the Oriental Textile Co., and of the South Texas Commercial Bank.

His two sons, James D. Jr., and Val, are both successful operators in the cottonseed oil industry. They received their early experience and training with their father. Mr. Dawson is survived by his two sons, a wife and two daughters. A host of warm friends throughout the country will join with them in mourning his passing.

I. A. BROWNELL DIES.

Isaac Anthony Brownell, for many years an official of the American Cotton Oil Co., New York City, and identified with the vegetable oil industry in England and Europe, died recently at the age of 61 years.

His career in the cotton oil industry started in the Union Oil Mill, Providence, R. I., which later became a part of the American Cotton Oil Co. For eight years he was employed in the head office of this latter company and then went to Rotterdam, Holland, as managing director of the Holland-American Cotton Oil Co., where he remained for several years.

For the next five years he was general manager in England of the Anton Jurgens Margarine Works of Holland. At the outbreak of the World War he became general manager of De Bruyne, Ltd. At the close of the war he returned to the service of the American Cotton Oil Co. as managing director of its London subsidiary. Since the American company ceased operating he has been residing in New York City. He is survived by a widow and four children.

The Blanton Company

St. Louis, U. S. A.

Refiners of

White Butter Oil

*Give Us Inquiries on Tank Cars
Pleased to Submit Samples*

Selling Agencies at

New York Philadelphia Pittsburgh
Memphis

Topp's Code, Eighth Edition

VEGETABLE OILS

WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association

Market Active—Prices Easier—Cash Demand Quieter—Crude Lower—Lard Weak—Cotton Suffered Setback.

Operations in cotton oil futures on the New York Produce Exchange the past week continued of the same character as the previous week, but a change in sentiment overspread the trade, and the market suffered a rather sharp setback from last week's levels. Refiners' brokers continued to absorb the nearby deliveries in a large way, but the absorption this week was on a scale down and was not sufficient to stem the liquidation on the part of long holders. The selling was of a general character and long oil came out from all directions.

Commission houses, particularly those with southern and western connections, pressed the market constantly, and while there was considerable short covering, the undertone nevertheless was weaker. A sharp reaction in cotton led to a local long liquidation, and those who were bullishly inclined of late were discouraged by the persistent weakness in lard. Some of the selling of oil by the west was credited as against purchases of lard.

Crude Oil Easier.

The crude markets developed an easier tone and helped the decline, as did more optimistic cotton crop reports from the South. Rainy weather continued and the weevil infestation is still before the market. While there have been some weevil complaints of actual damage, these have not reached any important proportion as yet, so that the ultimate outcome is dependent to a great extent upon weather conditions the balance of this month.

The nearby deliveries were relatively firm. September narrowed to 7 or 8 points under December, against 35 points or more discount at one time. Refiners continue to lift September hedges outright in both September and October, and it was apparent that refiners had secured most of their orders, hedges as well. Deliveries on August contracts brought out some liquidation but the oil was readily stopped, and was helped by strong hands.

Sentiment was distinctly more mixed. There was buying of November oil on a scale down by a commission house who at this time last year was selling it on

a scale up. In some local quarters considerable relief was expressed that the market would react to around the 9c level, but in other quarters there was a feeling that the reaction would not go much further.

One feature that accounted for the break was a noticeable letup in cash oil demand, a natural condition following the recent heavy absorption by consumers. In some quarters evening up was under way to await the coming Government cotton report, when the first official estimate of the season will be issued. Some were inclined

to go slow pending the July cottonoil report which will be issued about the middle of the month.

Estimated Consumption Larger.

Estimates on July consumption range from 325,000 to 350,000 bbls., with some of the larger interests inclined to look for a still heavier total, or practically double that of July last year. It is generally agreed that the August consumption will also be large. On the other hand, picking and ginning of the new crop was under way in Texas. This caused considerable speculation as to how soon new oil would come into competition with the carryover of old oil which is generally accepted to total around 1,000,000 bbls. Such a carry over naturally makes the price level very susceptible to cotton crop developments.

An outturn of 14,000,000 bales or more of cotton would eliminate many possibilities of a cottonoil shortage during the new season. A small cotton crop would make for a condition where the large carryover would be quickly forgotten.

Valley crude reacted from 8½c to 8¼c, and Texas crude sold at 8c. New crop Texas crude was offered at 8c, while new crop Southeast crude was reported offered at 8½c with buyers ideas on Southeast lowered to 7¾c.

Lard Stocks Higher.

The lard stocks increased materially during July and were estimated to have gained 34,000,000 lbs. at the seven leading western markets. At Chicago, the lard stocks increased 17,559,000 lbs. the last half of July, and were 29,686,000 lbs. over the previous month, the stock totaling 96,216,000 lbs. against 78,657,000 lbs. in mid-July, 66,530,000 lbs. at the beginning of July, and 67,661,000 lbs. on August 1 last year.

COTTONSEED OIL—Market transactions:

Friday, July 29, 1927.

	—Range—		—Closing—	
	Sales.	High.	Low.	Bid. Asked.
Spot				985 a
Aug.	1900	986	985	985 a 990
Sept.	4300	1000	1000	1000 a
Oct.	4000	1021	1013	1013 a
Nov.	300	1020	1013	1013 a
Dec.	1800	1025	1016	1012 a 1016
Jan.	1100	1027	1018	1016 a 1018
Feb.	100	1028	1028	1025 a 1028
Mar.				1030 a 1040

Total Sales, including switches, 13,500 bbls. P. Crude S. E. Unquoted.

SOUTHERN MARKETS.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Aug. 4, 1927.—Liquidation in oil this week has been orderly with a decline of about ¾c per pound following lower cotton due better weather outlook and pre-bureau liquidation. The market is beginning to steady up again, and with nearby offerings of crude and refined light, could quickly advance again upon unfavorable weather news.

There has been a good demand for spot refined oil with little pressure to sell, also a steady buying of October, December and January on a scale down. New crop crude Texas, 7½c@7¾c; Valley, 7¾c@8c. There is more disposition on the part of mills to sell ahead. This has been one of the main causes of weakness so far. There has not been an urgent demand for new crop products.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Aug. 4, 1927.—There was little or no trading in crude this week, as practically all old crude has been sold. The Valley Market today is nominally 8c. Forty-one per cent meal is dull at \$31.00. Loose hulls are \$3.00, f.o.b. Valley.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Aug. 4, 1927.—Prime cotton seed, delivered at Dallas, \$32.00; prime crude cottonseed oil, f.o.b. Dallas, 8c; forty-three per cent cake and meal, \$32.00; hulls, \$4.00; mill run linters, 2¼c@5c. Good cotton weather prevails. Markets are steady.

ASPEGREN & CO., Inc.

PRODUCE EXCHANGE BLDG.

NEW YORK CITY

BROKERS

REFINED COTTON SEED OIL CRUDE

ORDERS SOLICITED

TO BUY OR SELL PRIME SUMMER YELLOW COTTON SEED OIL ON
THE NEW YORK PRODUCE EXCHANGE FOR SPOT OR FUTURE DELIVERY

Standing the Test

IN the liquidation of the July position the New Orleans Refined Cotton Seed Oil Market has stood a severe test, and again proved itself to the satisfaction of all fair minded traders. It has met every test and not been found wanting.

The present stock of certificated oil in New Orleans is over ten million pounds.

**Always Use YOUR
Cotton Oil Market**

The New Orleans Refined Cottonseed Oil Contract was established at the request of the cotton oil trade.

New Orleans Cotton Exchange

Saturday, July 30, 1927.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot			985 a	1010
Aug.			980 a	995
Sept.	1700	998 992	993 a	994
Oct.	500	1011 1005	1004 a	1005
Nov.	100	1010 1010	1003 a	1012
Dec.	900	1013 1007	1007 a	
Jan.	600	1012 1005	1005 a	
Feb.			1012 a	1025
Mar.	200	1025 1025	1025 a	

Total Sales, including switches, 4,000 bbls. P. Crude S. E. 8½¢ Bid.

Monday, August 1, 1927.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot			980 a	1010
Aug.			980 a	995
Sept.	4900	992 977	982 a	
Oct.	1000	1005 995	995 a	
Nov.	1300	1001 995	991 a	996
Dec.	2100	1004 992	990 a	995
Jan.	500	1009 992	992 a	1000
Feb.			995 a	1005
Mar.	200	1012 1007	1000 a	1013

Total Sales, including switches, 10,000 bbls. P. Crude S. E. Nom'l.

Tuesday, August 2, 1927.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot			950 a	
Aug.			960 a	990
Sept.	12500	978 966	969 a	966
Oct.	3800	998 974	974 a	
Nov.	1400	990 972	972 a	
Dec.	4300	989 972	972 a	973
Jan.	2100	992 975	975 a	
Feb.	300	995 995	970 a	985
Mar.	700	1005 1002	980 a	999

Total Sales, including switches, 25,100 bbls. P. Crude S. E. 8 Bid.

Wednesday, August 3, 1927.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot			950 a	
Aug.			950 a	968
Sept.	6000	960 953	956 a	957
Oct.	4500	970 960	967 a	970
Nov.	600	970 968	967 a	970
Dec.	4000	970 961	969 a	
Jan.	2000	973 965	970 a	972
Feb.	200	975 975	972 a	980
Mar.	1000	982 980	982 a	

Total Sales, including switches, 18,300 bbls. P. Crude S. E. 7¾ Bid.

Thursday, August 4, 1927.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot			960 a	975
Aug.			955 a	975
Sept.		962 959	962 a	
Oct.		975 972	973 a	976
Nov.			975 a	977
Dec.		975 972	973 a	977
Jan.		976 973	975 a	976
Feb.			978 a	985
Mar.		987 985	990 a	995

SEE PAGE 43 FOR LATER MARKETS.

COCONUT OIL—The market throughout the week was a tame affair, with little or no actual business reported. Offerings were not pressing and the situation was steady. Advices to Washington showed a steady Copra market, with arrivals in Manila equal to expectations and all mills operating, although two were on part time. At New York prices were quoted at 8½¢@8¾¢, while at the Pacific coast, tanks were quoted at 8½¢@8¾¢.

PALM OIL—The market was very steady, with a fair demand and with offerings rather firmly held. At New York, Nigre spot casks were quoted at 7¾¢; shipment, 6.75¢@6.80¢; Lagos spot casks, 7½¢@7¾¢; shipment, 7½¢.

SOYA BEAN OIL—While a fairly good export trade was reported during the week, the domestic demand was rather quiet, but the market was steady with no surplus oil in evidence. Prices were quoted at 9¼¢ Pacific Coast.

PALM KERNEL OIL—A fairly good business passed in this market, and the situation was firmer, the result of less pressure from abroad. At New York spot drums were quoted at 9¢; spot casks, 9¢; bulk oil, 8.50¢@8.75¢.

CORN OIL—The market was quieter and barely steady with prices quoted at 8¾¢ f.o.b. mills. Buyers are looking on owing to the reaction in cottonoil.

OLIVE OIL FOOTS—Buyers and sellers were apart in this market, but supplies were not pressing and the market at New York was quoted at 8½¢@8¾¢.

SESAME OIL—Market nominal.

PEANUT OIL—Market nominal.

COTTONSEED OIL—Little or nothing was heard of interest in store oil New York this week. Southeast crude was quoted at 7¾¢ bid; Valley, 8¼¢ sales; Texas, 8¢ sales. Offerings are apparently larger and the undertone is easier.

1926 AGRICULTURE YEARBOOK.

Much information of interest to meat packers is contained in the 1926 Yearbook of Agriculture, published by the U. S. Department of Agriculture.

In its 1300 pages the yearbook discusses meat cooking, meat investigations that have helped the stockman, meat spoilage, meat standards, and meat retailing. It tells what quality sausage is and compares it with the imitation kinds.

It takes up cycles in hog production and the possibilities of regulating them, reports studies of hog price changes, tells how the farmer can raise hogs by low cost operations, praises the ton-litter aim and urges more immunization of hogs to prevent the spread of hog cholera.

Other livestock articles of interest to the packer who is a student of the livestock industry include the breeding of improved livestock, the calf crop in the beef industry, the feeding of cattle for profit, grading animals and meat to show quality, and something of the progress of the cooperative commission agencies.

Information is given on the livestock estimating work of the department, the distribution of livestock market news and market statistics, the preparation of the outlook reports, the pig surveys and their contribution to market stabilization, the usefulness of the production and consumption surveys, and how the packers and stockyards act is administered.

Of the extensive statistical section 137 pages are devoted to statistics of farm animals and animal products.

The yearbook can be secured free of charge through congressmen and senators, or by purchase from the Superintendent of Documents, Government Printing Office, Washington, D. C.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, Aug. 3, 1927.—Latest quotations on chemicals and soap supplies: Extra tallow, f.o.b. seller's plant, 7½¢ lb.; Manila cocoanut oil, tanks N. Y., 8½¢ lb.; Manila cocoanut oil, barrels N. Y., 9¾¢ lb.; Cochiti cocoanut oil, barrels N. Y., 10¼¢ lb.

P. S. Y. cottonseed oil, barrels N. Y., 11½¢ to 11¾¢ lb.; crude corn oil, barrels N. Y., 10¼¢ lb.; olive oil foots, barrels N. Y., 9¾¢ lb.; 5 per cent yellow olive oil, barrels New York, \$1.70 gallon.

Crude soya bean oil, barrels N. Y., 11¾¢ lb.; palm kernel oil, barrels N. Y., 9¾¢ lb.; red oil, barrels N. Y., 9¾¢ lb.

Lagos palm oil, casks, N. Y., 7¾¢ lb.; Niger palm oil, casks, N. Y., 7½¢ lb.; crude soap glycerine, 13¼¢ to 14¢ lb.

WIS. OLEO TAX BILL KILLED.

The bill introduced by Carl Hall to place a tax of 5¢ a pound on all oleomargarine sold in Wisconsin, was killed in the lower house recently by a vote of 43 to 33. The bill had advanced to third reading.

COTTONSEED OIL EXPORTS.

Exports of cottonseed oil from New York, July 1, 1927, to July 31, 1927, 100 bbls.

The Procter & Gamble Co.

Refiners of all Grades of

COTTONSEED OIL

Puritan, Winter Pressed Salad Oil
Borona, Prime Winter Yellow
Venus, Prime Summer White
Sterling, Prime Summer Yellow

F&G Special (Hardened) Coconut Oil

White Clover Cooking Oil
Marigold Cooking Oil
Jersey Butter Oil
Moonstar Coconut Oil

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PORT IVORY, N. Y.
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MACON, GA.
DALLAS, TEXAS
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THE EDWARD FLASH CO.

29 BROADWAY

NEW YORK CITY

BROKERS EXCLUSIVELY

ALL VEGETABLE OILS

In Barrels or Tanks

COTTON OIL FUTURES

On the New York Produce Exchange

THE WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS.

Provisions.

Hog products steadied for a time, with a little better cash trade, but were barely steady under hedging pressure. There is barely a steady tone in hogs. The trade generally is quiet.

Cottonseed oil.

Cottonoil is fairly active and steadied with less liquidation, but cash demand is quieter. Limited speculative buying power checked upturns, notwithstanding a rally in cotton and increasing weevil complaints. Southeast and Valley crude, 8c bid; Texas, 7½. It is reported that Texas October-November sold at 7½c.

Quotations on cottonseed oil at Friday noon were: August, \$9.50@9.80; September, \$9.55@9.62; October, \$9.74@9.76; November, \$9.75@9.76; December, \$9.74@9.76; January, \$9.75@9.77; February, \$9.78@9.82; March, \$9.91.

Tallow.

Tallow, extra, 7½c.

Stearine.

Stearine, 10c.

Hull Oil Market.

Hull, England, Aug. 4, 1927.—(By Cable)—Refined cottonseed oil 38s 6d; crude cottonseed oil, 34s 3d.

FRIDAY'S GENERAL MARKETS.

New York, Aug. 5, 1927.—Spot lard at New York: Prime western, \$12.80@12.90; middle western, \$12.70@12.80; city, \$12.25; refined Continent, \$13.13; South American, \$14.00; Brazil kegs, \$15.00; compound, \$11.75.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to August 5, 1927, show exports from that country were as follows: To England, 231,337 quarters; to the Continent, 28,359 quarters; others, none.

Exports for the previous week were as follows: To England, 40,279 quarters; to the Continent, 51,729 quarters; others, none.

DANISH BACON EXPORTS.

Exports of bacon from Denmark during the week ending July 30, 1927, amounted to 4,790 metric tons, according to cable advices to the U. S. Department of Commerce, all of which went to England.

MAY BY-PRODUCTS YIELDS.

The estimated yield and production of animal by-products from slaughtering under federal inspection during May, 1927, are reported with comparisons, by the U. S. Department of Agriculture as follows:

Class	Average weight per animal		Per cent of live weight		Production					Per cent May, 1927, is of avg.
	May 1, 1926, to Apr. 30, 1927.	May, 1927.	May 1, 1926, to Apr. 30, 1927.	May, 1927.	May 1, 1926, to Apr. 30, 1927.	May 5-year average.	May, 1926.	May, 1927.		
	Lbs.	Lbs.	P.ct.	P.ct.	1,000	1,000	1,000	1,000	P.ct.	
Edible beef fat ¹	36.96	39.83	3.85	4.23	370,589	31,639	33,087	31,087	98.10	
Edible beef offal.....	29.40	28.68	3.06	3.05	294,596	20,862	22,646	22,333	108.09	
Cattle hides.....	65.45	64.12	6.82	6.82	681,434	48,778	50,867	50,352	103.23	
Edible calf fat ¹	1.19	1.18	0.67	0.73	6,069	444	477	544	122.52	
Edible calf offal.....	6.49	6.76	3.68	4.16	33,163	2,066	2,738	3,119	116.99	
Lard ²	36.09	37.98	15.46	16.13	1,483,340	142,496	123,406	142,527	100.02	
Edible hog offal.....	6.41	5.99	2.75	2.54	263,238	18,755	19,809	22,479	119.86	
Pork trimmings.....	13.06	12.71	5.60	5.40	536,994	40,484	37,746	47,697	117.82	
Inedible hog grease ²	2.86	2.86	1.26	1.21	121,944	11,555	9,643	10,770	93.21	
Sheep edible fat ¹	2.13	2.22	2.64	2.83	27,383	2,260	1,973	2,199	97.30	
Sheep edible offal.....	1.93	1.94	2.40	2.48	24,889	1,613	1,753	1,922	119.16	

¹Unrendered.

²Rendered.

TRADE GLEANINGS.

The Southern Cotton Oil Co. is making extensive improvements to its mill at Decatur, Ala.

The Southern Texas Cotton Oil Co., Houston, Tex., has increased its capital stock from \$1,600,000 to \$2,250,000.

The Dothan Oil Co., Dothan, Ala., has purchased the three-press mill of the Southern Cotton Oil Co., at that place.

The Producers' Cotton Oil Co. has been organized at Hobart, Okla., and will build a mill at that place. George E. Neil is president of the company.

J. C. Newberry, manager of the Gonzales Cotton Oil & Manufacturing Co., Gonzales, Tex., has purchased the Luling Oil Mill, located about 20 miles from Gonzales.

The Badger Sausage Co., Milwaukee, Wis., has been incorporated with a capital stock of \$50,000. Edward Makowski, Casper J. Bischoff and Walter Sindzinski are the incorporators.

The mill of the Lookout Oil & Refining Co., Chattanooga, Tenn., has been purchased by Mercer Reynolds, P. R. Lamar and T. J. Kidd, who will operate it in the name of the Chattanooga Cotton Oil Co.

The Mid-West Packing Co., Gary, Ind., has been organized with a capital stock of \$15,000. The company will deal in meats, poultry, and live stock. The incorporators are Morris Greenwald, Sarah Greenwald, Carl Pollak and Gussie Pollak.

Fred Ellerbeck, proprietor of the Artificial Ice and Cold Storage Co., Havre, Mont., and Richard Wagner have organized the Rocky Mountain Produce Co. and are installing a modern sausage and curing plant. The business will be located at the cold storage plant of Mr. Ellerbeck.

As a result of greatly increased business the Sugardale Provision Co., Canton, Ohio, is adding a \$20,000 addition to its plant. This includes two new cooler rooms and an enlargement to the sausage room, increasing its capacity 100 per cent. There are also new offices and a new shipping room. They are also adding considerable new equipment.

LARD AND GREASE EXPORTS.

Exports of lard from New York, July 1, 1927, to July 31, 1927, 18,807,815 lbs.; tallow, 62,400 lbs.; grease, 3,499,600 lbs.; stearine, 55,600 lbs.

There are two principal methods of dressing sheep. What are they, and what are their differences? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.

RECEIPTS AT CENTERS

SATURDAY, JULY 30, 1927.

	Cattle.	Hogs.	Sheep.
Chicago.....	200	3,000	2,000
Kansas City.....	100	7,000	.....
Omaha.....	100	4,000	1,500
St. Louis.....	350	1,800	1,000
St. Joseph.....	50	1,000	1,000
Sioux City.....	300	3,000	300
St. Paul.....	200	900	300
Oklahoma City.....	100	200	.....
Fort Worth.....	200	100	.....
Milwaukee.....	.....	200	.....
Denver.....	100	400	5,000
Louisville.....	.....	400	500
Wichita.....	100	300	300
Indianapolis.....	100	4,000	300
Pittsburgh.....	100	700	100
Cincinnati.....	100	900	300
Buffalo.....	100	1,300	200
Cleveland.....	100	1,000	100
Nashville.....	.....	200	200
Toronto.....	100	200	.....

MONDAY, AUG. 1, 1927.

	Cattle.	Hogs.	Sheep.
Chicago.....	30,000	48,000	17,000
Kansas City.....	17,000	6,000	8,000
Omaha.....	7,500	11,500	8,500
St. Louis.....	8,500	13,500	4,000
St. Joseph.....	3,000	2,500	5,000
Sioux City.....	5,000	8,500	500
St. Paul.....	9,000	7,000	1,000
Oklahoma City.....	1,200	4,000	100
Fort Worth.....	4,500	1,500	1,000
Milwaukee.....	200	400	100
Denver.....	1,800	1,800	.....
Louisville.....	1,100	1,400	1,800
Wichita.....	3,500	2,500	300
Indianapolis.....	800	500	800
Pittsburgh.....	1,200	4,000	3,500
Cincinnati.....	2,300	4,600	500
Buffalo.....	2,800	10,700	3,200
Cleveland.....	600	3,300	1,500
Nashville.....	300	900	1,400
Toronto.....	2,700	2,100	1,800

TUESDAY, AUG. 2, 1927.

	Cattle.	Hogs.	Sheep.
Chicago.....	10,000	28,000	13,000
Kansas City.....	10,000	8,000	.....
Omaha.....	5,000	11,500	11,000
St. Louis.....	6,500	17,000	4,500
St. Joseph.....	2,500	8,000	6,000
Sioux City.....	2,500	10,000	1,800
St. Paul.....	1,500	4,500	700
Oklahoma City.....	.....	300	.....
Fort Worth.....	2,000	500	.....
Milwaukee.....	700	1,500	300
Denver.....	100	2,100	3,100
Louisville.....	100	900	1,400
Wichita.....	600	1,800	200
Indianapolis.....	1,100	10,000	1,500
Pittsburgh.....	100	1,800	100
Cincinnati.....	500	3,100	2,100
Buffalo.....	100	1,200	400
Cleveland.....	100	1,300	300
Nashville.....	100	600	900
Toronto.....	3,200	1,100	200

WEDNESDAY, AUG. 3, 1927.

	Cattle.	Hogs.	Sheep.
Chicago.....	10,000	17,000	16,000
Kansas City.....	6,500	7,500	5,000
Omaha.....	4,000	10,000	8,500
St. Louis.....	4,500	13,000	4,000
St. Joseph.....	2,300	7,000	5,000
Sioux City.....	1,500	11,000	700
St. Paul.....	2,200	7,500	800
Oklahoma City.....	100	600	.....
Fort Worth.....	2,600	500	500
Milwaukee.....	400	1,000	200
Denver.....	600	1,000	1,400
Louisville.....	100	800	1,200
Wichita.....	400	1,700	400
Indianapolis.....	1,200	7,000	1,000
Pittsburgh.....	100	1,800	700
Cincinnati.....	400	3,300	1,600
Buffalo.....	100	1,800	300
Cleveland.....	600	2,400	700
Nashville.....	100	600	900
Toronto.....	800	508	100

THURSDAY, AUG. 4, 1927.

	Cattle.	Hogs.	Sheep.
Chicago.....	9,500	28,000	11,000
Kansas City.....	3,000	4,500	2,000
Omaha.....	4,000	9,500	7,000
St. Louis.....	2,500	12,500	2,500
St. Joseph.....	2,200	6,000	700
Sioux City.....	1,500	7,000	800
St. Paul.....	1,200	4,000	700
Oklahoma City.....	600	600	.....
Fort Worth.....	4,500	600	900
Milwaukee.....	600	1,000	300
Denver.....	600	900	100
Wichita.....	500	1,600	300
Indianapolis.....	600	4,500	800
Pittsburgh.....	.....	1,800	400
Cincinnati.....	400	3,100	1,300
Buffalo.....	200	1,400	100
Cleveland.....	300	1,900	500

FRIDAY, AUGUST 6, 1927.

	Cattle.	Hogs.	Sheep.
Chicago.....	1,500	14,000	9,000
Kansas City.....	1,000	3,000	1,500
Omaha.....	800	7,000	8,500
St. Louis.....	1,000	10,500	1,200
St. Joseph.....	300	5,000	500
Sioux City.....	300	4,500	500
St. Paul.....	800	3,000	300
Oklahoma City.....	500	1,500	900
Fort Worth.....	1,800	400	700
Milwaukee.....	100	300	100
Denver.....	300	600	2,300
Wichita.....	400	1,300	500
Indianapolis.....	700	5,000	900
Pittsburgh.....	1,800	300
Cincinnati.....	500	3,200	1,900
Buffalo.....	100	1,900	200
Cleveland.....	100	1,100	200



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CHICAGO LIVESTOCK.

RECEIPTS.			
	Cattle.	Calves.	Hogs.
Mon., July 25.....	14,252	2,966	43,014
Tues., July 26.....	9,963	2,312	27,884
Wed., July 27.....	12,815	1,518	21,031
Thurs., July 28.....	12,176	2,492	33,218
Fri., July 29.....	2,130	915	19,361
Sat., July 30.....	171	131	2,886

Total last week.....	51,507	10,334	147,394
Previous week.....	56,187	12,470	135,225
Year ago.....	57,096	11,390	120,029
Two years ago.....	47,171	11,559	124,977

SHIPMENTS.			
	Cattle.	Calves.	Hogs.
Mon., July 25.....	3,979	101	11,062
Tues., July 26.....	2,788	252	6,911
Wed., July 27.....	3,205	207	5,962
Thurs., July 28.....	3,351	127	6,723
Fri., July 29.....	1,123	12	9,740
Sat., July 30.....	292	.....	444

Total last week.....	14,738	699	40,842
Previous week.....	15,525	506	31,044
Year ago.....	18,790	157	29,644
Two years ago.....	12,064	394	32,536

Receipts at Chicago Stock Yards thus far this year to July 30, with comparative totals:

	1927.	1926.
Cattle.....	166,607	209,727
Calves.....	39,026	49,671
Hogs.....	487,157	422,992
Sheep.....	194,243	227,782

Combined weekly hog receipts at eleven markets for week ending July 30, with comparisons:

Week ending July 30.....	477,000
Previous week.....	441,000
1926.....	453,000
1925.....	448,000
1924.....	519,000
1923.....	682,000
1922.....	456,000

Combined receipts at seven markets for the week ending July 30, with comparisons:

	*Cattle.	Hogs.	Sheep.
Week ending July 30.....	173,000	406,000	182,000
Previous week.....	176,000	368,000	196,000
1926.....	214,000	381,000	212,000
1925.....	225,000	380,000	185,000
1924.....	185,000	421,000	187,000
1923.....	212,000	570,000	179,000
1922.....	182,000	356,000	192,000

Combined receipts at seven points for the year to July 30, with comparisons:

	*Cattle.	Hogs.	Sheep.
1927.....	4,969,000	14,156,000	5,555,000
1926.....	5,757,000	13,606,000	5,879,000
1925.....	5,499,000	16,203,000	5,496,000
1924.....	5,573,000	19,479,000	5,458,000
1923.....	5,650,000	18,901,000	5,677,000
1922.....	5,295,000	14,063,000	5,371,000

*Previous to 1927 calves at Omaha, St. Louis and St. Joseph counted as cattle.

Chicago Stock Yards receipts, average weight and top average price for hogs, with comparisons:

	Average Number weight received lbs.	Prices— Top. Average.
*This week.....	147,500	247 \$11.00 & 9.35
Previous week.....	135,225	246 10.80 & 9.30
1926.....	120,029	263 13.90 & 12.00
1925.....	124,977	242 14.30 & 13.25
1924.....	146,871	240 11.15 & 9.10
1923.....	192,742	240 8.30 & 6.95
1922.....	125,372	255 11.00 & 9.20
Av. 1922-1926.....	142,000	248 \$11.75 & \$10.10

*Receipts and average weight for week ending July 30, 1927, unofficial.

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
*Week ending July 30.....	\$11.75	\$ 9.35	\$ 5.90	\$14.25
Previous week.....	11.60	9.30	6.00	13.80
1926.....	9.20	12.00	6.50	14.00
1925.....	12.40	13.25	7.25	15.20
1924.....	10.05	9.15	6.50	13.35
1923.....	9.80	6.95	5.90	12.40
1922.....	9.65	9.20	6.00	12.50

Av. 1922-1926.....\$10.20 \$10.10 & 6.45 \$13.50

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ending July 30.....	36,900	106,100	90,500
Previous week.....	40,612	104,181	90,310
1926.....	38,306	90,385	63,252
1925.....	34,507	92,441	53,706
1924.....	32,015	102,550	52,431

*Saturday, July 30, estimated.

Chicago packers hog slaughters for the week ending July 30, 1927:

Armour & Co.....	8,400
Anglo American.....	4,800
Swift & Co.....	12,300
Hammond & Co.....	4,800
Morris & Co.....	14,100
Wilson & Co.....	8,500
Boyd-Lunham.....	4,700
Western Packing Co.....	10,500
Roberts & Oake.....	4,600
Miller & Hart.....	4,200
Independent Packing Co.....	3,200
Brennan Packing Co.....	6,600
Amur Packing Co.....	4,300
Others.....	23,100

Total.....	114,100
Previous week.....	116,500
1926.....	96,000
1925.....	95,500
1924.....	97,500

(For Chicago livestock prices see page 45.)

LIVE STOCK MARKETS

CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)
Chicago, Ill., Aug. 4, 1927.

CATTLE—A normal supply of cattle reflected a 15@25c advance on top yearlings, while choice fed heavy steers were mostly steady. Medium to good fed steers, including liberal supplies of short feds, with weight and, in many instances heavy grassers, found a dull uneven outlet, mostly 25@50c lower and in spots more. She stock and bulls for the week were strong to 25c higher. Vealers closed \$1.00 higher, \$15.00 being paid by all interests at the close.

A new season's top was uncovered when \$14.60 was paid for prime heavy bullocks. Sixty head of Iowa fed Shorthorns weighing 1,415 lbs. and a 19-head consignment of Missouri fed Herefords scaling 1,575 lbs. gathered the new top price for heavies. Numerous offerings with weight and carrying high finish cashed at \$14.00 and better. Best medium weight cattle brought \$14.35 for 30 head weighing 1,160 lbs. Activity marked the demand for the light yearlings which registered a top of \$13.85 for 29 head weighing 952 lbs.

The practical top on light heifers was \$12.75, while yearling heifers, ranging from light, grassy shortfeds to highly finished offerings, bulked from \$10.25@12.50. Best fed steers bulked between \$11.50@14.00. Grassers were mostly \$8.50 up to \$10.25; stockers, \$7.00@8.25; vealers, \$14.50@15.00.

HOGS—Higher markets early elevated top hogs to \$11.10. For the week they were 10@15c lower. Spots were off more on heavy butchers and packing sows. The late top was \$10.80; bulk 160-200 lbs., \$10.50@10.75; 220-250 lbs., \$9.50@10.40; 260-300 lbs., \$8.80@9.60; heavier butchers, downward to \$8.60; most packing sows, \$7.70@8.00; light weights, \$8.15@8.25; most pigs, \$9.25@10.00; best kinds, \$10.10@10.25.

SHEEP—More liberal receipts of both natives and rangers served to break slaughter lambs early and values reacting late, with the close 35@60c lower. Sheep look strong on weekly comparison. The bulk of the desirable range lambs cleared at \$13.50@14.00, with the top at the outside price, only a few seconds going to packers up to \$13.00. The natives, of slightly improved quality, cleared late at \$13.00@13.50, with sorting moderate.

Selected kinds sold up to \$13.75; culls, \$9.00@9.50. Inferior lambs moved downward to \$6.00 at mid-week. The bulk of the fat ewes cleared at \$6.00@7.00, with the top at \$7.25. Choice 83 lb. yearlings, in limited numbers, reached the \$12.00 mark.

KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)
Kansas City, Mo., Aug. 4, 1927.

CATTLE—Light weight beef steers and yearlings met a fairly broad demand and closed the week at strong to 25c higher levels. Well finished yearlings and low priced grassers show the full strength of the advance. Offerings scaling from 1,200 lbs. up held at about steady prices. Best heavy steers sold at \$13.75, while medium weights made \$12.90 and choice yearlings went at \$13.35.

The bulk of the fed arrivals cashed from \$10.50 to \$12.75; while grass fat kinds ranged from \$7.75 to \$9.50. Fed heifers closed at strong to 25c higher rates, and other she stock held steady. Cutter prices advanced 10@15c.

Bulls sold steady all the week, but veal calves are 50c@\$1.00 higher with the late top at \$13.00.

HOGS—Trade in hogs was very erratic and prices are extremely uneven. Weighty butchers, scaling from 240 lbs. up, show

most of the unevenness and are 15@25c lower. Desirable 225-240 lb. averages are 10@15c off, while most of the 170-220 lb. met a good shipping demand and held at steady levels. Light lights closed slow at 10c lower prices.

The closing top on choice 180-200 lb. weights was \$10.50; packing grades declined 25@40c.

SHEEP—Fat lamb prices were under pressure and declines of 50@75c were scored, as compared with a week ago. Best western lambs sold up to \$13.75 on Monday, while the late top was \$13.60 on comparable grades.

Bulk of the range lambs sold from \$13.25@13.60. Most natives ranged from \$12.00 to \$12.50, with the best at \$13.00.

Aged sheep closed steady to strong, with Colorado fat ewes going at \$6.60. Others brought \$6.00@6.50.

OMAHA.

(Reported by U. S. Bureau of Agricultural Economics.)
Omaha, Nebr., Aug. 4, 1927.

CATTLE—With light receipts of fed steers and yearlings, the market was maintained on a strong to higher basis. Current prices ruled strong to 25c higher than a week ago, with weighty steers strong and yearlings and light steers fully 25c higher. Several loads of weighty steers earned \$14.00, with one load of 1,378 lb. going at \$14.10.

Long yearlings light steers and medium weights earned \$13.75. Heifers are strong to 25c higher. Cows are uneven; better grades, strong; others, steady to weak.

Bulls closed weak to 25c lower and veals \$1.50@2.00 lower.

HOGS—A lack of outside inquiry, coupled with an indifferent outlet to local packers, were factors in bringing about a lower trend to hog prices. A comparison with a week ago shows light hogs 10@15c lower; butchers, 15@25c lower; packing grades, 25@40c off.

Thursday's bulk, 170-200 lb. lights, ranged \$10.00@10.15; top, \$10.25 on 185 lb. weights. Good and choice 200-240 lb. butchers cleared at \$9.60@10.00, with 240-280 lb. averages, \$9.00@9.60; 280-300 lb. averages, \$8.75@9.00; 300-340 lb. weights, \$8.50@8.75; packing sows, \$7.50@7.75; stags, \$6.50@7.00.

SHEEP—Receipts of fat lambs here and elsewhere proved in excess of immediate requirements, and a lower trend to values resulted. A comparison with prevailing price levels a week ago uncover a 25@35c decline on fat range lambs, while the native offerings show a 25@50c loss.

Thursday bulk of fat range lambs ranged \$13.50@13.75, with the natives clustering the \$13.25 mark. Recent sales of clipped lambs were mostly \$12.50. Sheep are quoted steady to weak; closing ewe top, \$6.75; yearlings, \$10.50.

ST. LOUIS.

(Reported by U. S. Bureau of Agricultural Economics.)
East St. Louis, Ill., Aug. 4, 1927.

CATTLE—Three new tops were established this week, yearlings, mixed yearlings and straight heifers making the grade. Compared with one week ago, fed native steers sold strong; grass natives and grass heifers 25c lower; western steers, \$8.50 up; medium bulls, steady; other westerns and low cutters, 15@25c lower;

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, Aug. 4, 1927, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

Hogs (Soft or oily hogs and roasting pigs excluded):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANSAS CITY.	ST. PAUL.
Hvy. wt. (250-350 lbs.) med.-ch.....	\$ 8.00@ 9.75	\$ 8.50@ 9.50	\$ 8.10@ 9.50	\$ 8.40@ 9.80	\$ 8.00@ 9.35
Med. wt. (200-250 lbs.), med.-ch.....	9.35@10.80	9.00@10.25	9.40@10.40	9.40@10.40	8.75@10.65
Lt. wt. (160-200 lbs.) com.-ch.....	9.50@10.80	10.50@11.00	9.65@10.25	10.00@10.50	10.25@10.65
Lt. lt. (130-160 lbs.), com.-ch.....	9.00@10.75	9.75@11.00	9.00@10.10	9.85@10.40	10.50@10.65
Packing sows, smooth and rough.....	7.00@ 8.25	7.25@ 7.75	7.00@ 7.90	7.00@ 7.75	7.25@ 7.60
Slight. pigs (130 lbs. down), med.-ch..	8.50@10.25	9.50@10.50	9.25@ 9.75	9.50@10.65	10.50@10.65
Av. cost and wt., Wed. (pigs excluded)	9.33-251 lb.	10.12-223 lb.	8.31-280 lb.	9.50-240 lb.	7.94-284 lb.
Slaughter Cattle and Calves:					
STEERS (1,500 LBS. UP):					
Good.-ch.....	11.75@14.60		12.00@14.25	11.50@13.85	
STEERS (1,300-1,500 LBS.):					
Choice.....	13.75@14.60	13.50@14.50	13.00@14.25	12.65@13.85	12.85@13.50
Good.....	11.50@13.75	12.25@13.75	11.50@13.25	11.25@13.00	10.75@13.00
STEERS (1,100-1,300 LBS.):					
Choice.....	13.40@14.35	13.25@14.25	12.50@14.00	12.00@13.50	12.25@13.35
Good.....	11.00@13.75	11.25@13.75	10.75@13.00	10.25@12.50	10.25@12.75
STEERS (950-1,100 LBS.):					
Choice.....	13.00@14.00	12.75@14.00	12.25@13.75	12.25@13.50	11.75@13.35
Good.....	10.50@13.40	11.00@13.25	10.50@12.50	10.00@12.50	10.00@12.25
STEERS (850 LBS. UP):					
Choice.....	8.50@11.50	8.00@11.75	7.75@11.50	8.00@10.75	8.25@10.50
Good.....	7.00@ 8.75	6.25@ 8.00	6.00@ 7.75	6.25@ 8.40	6.50@ 8.25
STEERS (FED CALVES AND YEARLINGS 750-950 LBS.):					
Choice.....	12.75@13.50	12.50@13.25	12.00@13.50	12.25@13.50	11.85@13.25
Good.....	10.75@12.75	10.75@12.50	10.00@12.00	10.00@12.25	9.75@11.85
HEIFERS (850 LBS. DOWN):					
Choice.....	12.25@13.00	12.00@12.75	11.25@12.25	11.50@12.50	11.00@11.75
Good.....	10.25@12.25	10.75@12.00	9.25@11.25	9.00@11.75	9.00@11.00
Common-med.....	6.75@ 9.85	6.75@10.75	6.25@ 9.25	6.25@ 9.25	5.75@ 9.00
HEIFERS (850 LBS. UP):					
Choice.....	10.00@12.00	10.25@11.50	10.25@11.75	10.25@12.00	9.50@11.00
Good.....	8.50@11.25	8.50@10.25	8.50@10.25	8.50@11.25	8.25@ 9.75
Medium.....	7.00@ 8.50	7.50@ 8.50	6.75@ 8.50	6.25@ 9.00	6.25@ 8.25
COWS:					
Choice.....	8.65@ 9.50	8.25@ 9.25	8.50@ 9.75	8.15@ 9.00	8.00@ 8.75
Good.....	6.65@ 8.65	6.75@ 8.25	6.00@ 8.50	6.50@ 8.15	6.25@ 8.00
Common-med.....	5.50@ 6.65	5.50@ 6.75	5.00@ 6.80	5.25@ 6.50	5.00@ 6.25
Low cutter and cutter.....	4.65@ 5.50	4.00@ 5.50	4.25@ 5.50	4.25@ 5.25	4.00@ 5.00
BULLS (YEARLINGS EXC.):					
Beef Good.-ch.....	7.40@ 7.75	6.75@ 8.00	6.75@ 7.75	6.75@ 7.15	6.75@ 7.15
Cutter-med.....	5.75@ 7.50	5.00@ 6.75	5.50@ 6.75	5.00@ 6.75	5.00@ 6.75
CALVES (500 LBS. DOWN):					
Medium.-ch.....	7.75@10.00	7.00@ 9.50	7.00@ 9.50	7.00@10.00	7.00@ 9.00
Cull-common.....	5.50@ 7.75	5.00@ 7.00	5.00@ 7.00	5.00@ 7.00	5.25@ 7.00
VEALERS (MILK-FED):					
Good.-ch.....	13.50@15.00	14.50 only	9.50@11.00	10.50@13.00	11.50@13.50
Medium.....	12.00@13.50	10.00@14.50	8.50@ 9.50	8.00@10.50	9.25@11.50
Cull-common.....	7.00@12.00	5.50@10.00	5.00@ 8.50	4.00@ 8.00	6.50@ 9.25
Slaughter Sheep and Lambs:					
Lambs (84 lbs. down) good-choice....	12.75@14.10	12.50@13.25	12.75@13.75	12.50@13.60	11.75@13.25
Lambs (82 lbs. down) medium.....	11.75@12.75	11.00@12.50	11.50@12.75	11.50@12.50	10.75@11.75
Lambs (all weights) cull-common.....	8.75@11.75	8.50@11.00	8.50@11.50	8.00@11.50	8.75@10.75
Yearling wethers (110 lbs. down) medium-choice.....	9.00@11.25	8.25@11.00	9.00@11.25	8.00@10.75	8.25@10.50
Ewes (120 lbs. down) medium-choice....	5.00@ 7.25	5.00@ 5.50	5.00@ 6.75	4.75@ 6.60	4.25@ 6.75
Ewes (120-150 lbs.) medium-choice....	4.00@ 7.00	4.00@ 5.50	4.25@ 6.25	4.25@ 6.50	4.25@ 6.50
Ewes (all weights) cull-common.....	1.50@ 5.00	1.00@ 4.50	1.50@ 5.00	1.00@ 4.75	1.50@ 4.25

fat mixed yearlings and heifers, 25c higher; cows, 25@50c lower; good and choice vealers, 50c higher.

Tops for week: Matured steers, \$13.50; yearlings, \$13.65; mixed yearlings, \$13.25; heifers, \$12.75.

Bulks for week: Native steers, \$10.50@13.25; western steers, \$7.50@10.00; fat mixed yearlings and heifers, \$11.00@12.00.

HOGS—The market for heavy hogs is in a very stagnated condition and fully 50c lower for the week; medium weights are 25@50c lower; light hogs, steady; pigs, fully 50c higher.

Top today was \$11.00, with the bulk of offerings, 190 lb. and less, from \$10.85 to \$10.90; 200-210 lb., \$10.50@10.80; 220-230 lb., \$10.00@10.40; 240-250 lb., \$9.50@9.90; 260-280 lb., \$9.00@9.35; 280 lb. and up, \$8.75@9.00; packing sows, \$7.35@7.50; good pigs, \$9.75@10.50.

SHEEP—A weakened demand, with a \$13.00 market most of the week, featured the fat lamb trade. Current prices are fully 50c under a week ago, with the bulk of the lambs at \$12.75@13.00, and a few southwest Missouri offerings, \$12.50. Culls are selling unchanged at \$8.50. Aged sheep are also steady; fat ewes, \$4.50@5.50.

ST. PAUL.

(Reported by U. S. Bureau of Agricultural Economics and Minnesota Dept. of Agriculture.)

South St. Paul, Minn., Aug. 3, 1927.

CATTLE—Better grades of butcher stock are 25 to 50c higher, with lower grades fully steady to around 25c higher generally. Cutters are steady. Bulls are steady to strong. Vealers are 25 to 50c higher.

Best mixed steers and heifers brought \$13.25, highest price paid for any weight cattle on this market since Sept., 1925. Several loads of light and medium weight steers of less desirable quality sold at \$11.00@12.50. A few scattered sales of heavy steers were made at around \$11.50.

Yearlings sold at \$11.00@12.75 mostly. The bulk of the grassy steers and yearlings sold at \$7.75 to around \$9.00. Most she stock went at \$5.50@7.50; cutters, \$4.25 to \$5.00.

Medium bulls sold at \$6.50@6.75 recently. Vealers bulked to packers at \$13.00@13.25. A few sold at \$13.50.

HOGS—Butcher and bacon hogs are steady to strong compared with a week ago, with packing sows around 25c lower for the period. The bulk of the sorted lights, as well as pigs, sold today at \$10.65, while butchers, averaging 210 to around 240 lbs., sold from \$9.50@10.25, or better. Heavier weight butchers are moving mainly at \$8.50@9.25; packing sows, \$7.25 to \$7.40.

SHEEP—The bulk of the fat native lambs are selling at \$11.75@12.75, or \$1.00 lower than a week ago. Culls are clearing mainly at \$9.00, or about steady for the period. Fat ewes are steady to strong, selling mostly from \$4.50@6.50, according to weight and finish. A few choice lights sold at \$6.75.

SIOUX CITY.

(Special Letter to The National Provisioner.)

Sioux City, Ia., Aug. 3, 1927.

CATTLE—Cattle receipts for the first three days of the week totaled 9,000 head. The bulk came from corn belt feed lots and were the best quality of the season. The market was featured Tuesday by the sale of two loads of 1,077 lb. steers at \$14.00. The market on all classes of beef cattle rules 25@50c higher than a week ago.

We quote: Choice to prime steers and yearlings, \$13.25@14.25; good to choice, \$12.00@13.25; fair to good, \$10.00@12.00; common, down to \$8.50; choice to prime heifers, \$12.00@12.75; good to choice, \$10.50@12.00; fair to good; \$9.00@10.00; common, down to \$8.00. Prime cows, \$10.00; good to choice, \$8.50@9.50; fair to

good, \$5.50@8.00; canners and cutters, \$4.00@5.50. Vealers, \$7.00@11.00.

HOGS—Hog receipts for the week were 31,000. The market met reverses and is 50c lower for the week.

Top hogs sold today at \$10.15; choice selected lights, \$10.00@10.15, light butchers, \$9.50@10.00; medium butchers, \$9.00@9.50; strongweights, \$8.50@9.00; heavy butchers, \$8.25@8.50; sows \$7.25@7.75; out sows, down to \$6.75.

SHEEP—Lambs are 50@75c lower. Best native lambs, \$13.00; ewes, \$6.50.

PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, July 30, 1927, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	6,689	8,400	16,053	
Swift & Co.	5,943	12,300	22,102	
Morris & Co.	2,852	14,100	10,850	
Wilson & Co.	6,017	8,500	9,087	
Anglo-Am. Prov. Co.	1,253	4,800		
G. H. Hammond Co.	2,835	4,800		
Libby, McNeill & Libby	868			
Brennan Packing Co.	6,800			
Miller & Hart	4,200			
Independent Packing Co.	3,200			
Boyd, Lunham & Co.	4,700			
Western Packing & Provision Co.	10,500			
Roberts & Onke	4,800			
Others	27,400			

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	3,211	944	2,758	2,123
Cudahy Pkg. Co.	3,616	1,036	2,260	6,158
Fowler Pkg. Co.	792			
Morris & Co.	3,336	967	1,778	2,953
Swift & Co.	3,879	1,886	5,868	5,421
Wilson & Co.	4,252	1,182	2,636	4,164
Local butchers	860	199	2,396	17
Total	19,946	6,244	17,991	20,836

OMAHA.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	3,472	9,880	7,636	
Cudahy Pkg. Co.	3,875	10,284	10,085	
Dold Pkg. Co.	1,106	5,767		
Morris & Co.	2,127	4,096	3,979	
Swift & Co.	3,779	7,734	7,104	
Eagle Pkg. Co.	1			
M. Glassburg	2			
Glaser Prov. Co.	14			
Hoffman Bros.	72			
Mayerowich & Vail	20			
Omaha Pkg. Co.	33			
J. Rife Pkg. Co.	30			
J. Roth & Sons	103			
So. Omaha Pkg. Co.	58			
Lincoln Pkg. Co.	267			
Morrell Pkg. Co.				
Nagle Pkg. Co.	129			
Sinclair Pkg. Co.	271			
Wilson Pkg. Co.	149			
Kennett Murray Co.		3,397		
J. W. Murphy		2,631		
Other buyers		16,841		
Total	14,480	60,630	28,804	

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,105	799	4,097	4,387
Swift & Co.	4,780	2,240	6,332	8,577
Morris & Co.	1,611	283	2,925	3,820
East Side Pkg. Co.	1,686	66	1,697	
Others	4,087	1,260	10,581	22,162
Total	14,269	4,650	25,632	18,946

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	3,758	856	9,016	10,533
Armour & Co.	2,338	341	5,237	3,311
Morris & Co.	1,895	459	3,779	1,770
Others	2,143	172	5,243	2,368
Total	10,134	1,828	23,275	17,982

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,233	237	13,783	768
Armour & Co.	2,227	247	12,395	632
Swift & Co.	1,627	284	6,742	628
Sacks Pkg. Co.	111			
Smith Bros. Pkg. Co.	45	5		
Local butchers	92	19		
Order buyers & packer shipments	1,576			
Total	7,911	792	49,546	2,028

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,296	2,312	5,439	872
U. D. B. Co., New York	70			
R. Gutz & Co.	171	50	61	37
Armour & Co.	498	1,090		
Armour & Co., Chicago	119			
N. Y. B. D. M. Co.				
N. Y.	18			
Butchers	305	482	12	195
Traders	143	56	10	10
Total	2,620	3,990	5,522	1,114

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	3,691	2,968	10,970	1,714
Cudahy Pkg. Co.	319	1,161		
Hertz Bros.	174	51		
Swift & Co.	5,155	4,920	16,844	2,147
United Pkg. Co.	1,537	165		
Others	477	197	4,406	
Total	11,353	9,402	32,229	3,861

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,751	837	1,558	194
Wilson & Co.	1,702	622	1,568	96
Others	82		290	
Total	4,335	1,459	3,385	290

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy & Co.	1,242	569	5,767	1,182
Dold Pkg. Co.	367	23	3,475	
W. D. Beef Co.	18			
Dunn-Ostertag	151			
Keefe-Le Sturgeon	129			
Total	1,907	592	9,242	1,182

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Eastern buyers	1,240	1,740	15,144	3,212
Kingman & Co.	1,221	700	10,424	1,076
Indianapolis Abat. Co.	1,660	41	693	
Armour & Co.	489	84	3,408	50
Bell Pkg. Co.	97		530	
Brown Bros.	154	26		14
Hilgemeier Bros.			673	
Schusler Pkg. Co.	35		207	
Riverview Pkg. Co.	5		238	
Meier Pkg. Co.	100	6	300	
Indiana Prov. Co.	48	11	230	48
Art Wabnitz	9	47		19
Maas-Hartman & Co.	25	15		6
Steinmetz Pkg. Co.		31		12
Hoosier Abat. Co.				307
Misc.	290	45	139	
Total	5,381	2,746	31,986	5,034

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
C. A. Freund	81	45	128	1
Sam Gall & Son		10		489
J. Hilberg & Son	138	22		57
Ideal Pkg. Co.	30	12	708	
Gus Juengling	169	128		
E. Kahn's Sons	641	131	3,819	165
Kroger Groc. & Bak. Co.	149	140	2,582	
Lohrey Pkg. Co.	6		251	
H. H. Meyer Pkg. Co.	52		2,961	
Wm. G. Behn's Sons	144	70		
A. Sander Pkg. Co.	4		1,453	
J. Schlachter's Sons	152	199		150
J. F. Schroth Pkg. Co.	16		3,167	
J. Vogel & Son	9	5	581	
Total	1,591	762	15,710	918

RECAPITULATION.

Purchases of livestock by packers at principal centers for the week ending Saturday, July 30, 1927, with comparisons are reported to The National Provisioner as follows:

CATTLE.

	Week ending July 30.	Prev. week.	Cor. week, 1926.
Chicago	26,495	28,013	28,386
Kansas City	19,946	18,557	21,032
Omaha	14,480	15,363	21,672
St. Louis	14,269	15,566	32,253
St. Joseph	10,134	9,869	9,387
Sioux City	7,911	9,106	10,230
Oklahoma City	4,335	3,895	3,384
Indianapolis	5,381	4,461	5,624
Cincinnati	1,591	1,855	
Milwaukee	2,620	2,430	1,799
Wichita	1,907	1,847	1,702
Denver			2,255
St. Paul	11,353	10,327	10,293
Total	120,422	121,319	146,617

HOGS.

	114,100	116,300	96,000
Kansas City	17,991	14,336	27,339
Omaha	60,630	59,860	52,035
St. Louis	25,632	28,855	59,696
St. Joseph	23,275	18,782	28,159
Sioux City	49,546	45,499	49,048
Oklahoma City	3,385	4,218	2,340
Indianapolis	31,986	37,809	36,900
Cincinnati	15,710	14,779	
Milwaukee	5,522	4,939	7,480
Wichita	9,242	7,241	6,584
Denver			5,262
St. Paul	32,229	35,383	38,351
Total	380,248	388,280	409,584

SHEEP.

	58,092	47,381	56,511
Chicago	20,836	17,128	24,288
Kansas City	28,804	38,140	25,213
Omaha	18,946	12,503	24,537
St. Louis	17,982	19,420	22,450
St. Joseph	2,028	1,901	2,890
Sioux City	250	362	255
Indianapolis	5,034	6,171	3,277
Cincinnati	918	677	
Milwaukee	1,114	759	1,384
Wichita	1,182	988	1,221
Denver			1,973
St. Paul	3,861	3,501	3,791
Total	159,047	148,038	167,880

NEW YORK LIVE STOCK.

Receipts of live stock at New York for week ending July 30, 1927, were reported officially as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	2,814	7,917	1,926	41,711
New York	624	3,200	18,413	5,210
Central Union	2,841	1,036		11,086
Total	6,279	12,153	20,339	58,016
Previous week	6,987	14,937	18,567	38,357
Two weeks ago	8,281	13,718	23,860	63,654

HIDE AND SKIN MARKETS

Chicago.

PACKER HIDES.—After a period of quietness extending over two weeks, trading was resumed in the big packer market at prices 1c to 2c lower than the highest prices obtained on the recent upward movement. However, only small quantities had been sold at the peak prices of the movement. With the clearance of 100,000 hides this week to date at the new prices, the market is in a much healthier condition. Around 40,000 light native cows moved Tuesday, opening the new business. These were followed next day by around 60,000 native steers and branded hides of all descriptions.

Spread native steers are inactive and nominally around 22½@23c. Around 22,000 heavy native steers sold at 21½c for July. Extreme native steers are quoted nominally at 22@22½c.

Around 6,000 butt branded steers sold at 19½c for July; about 9,000 July Colorados at 19c. About 1,400 Heavy Texas steers are reported at 19½c, and some 2,500 light Texas steers at 19c. Extreme light Texas steers moved with branded cows at 19c.

Heavy native cows are inactive and nominally around 21c, with July offered at 21½c. Sales of about 40,000 light native cows were made early in the week at 22c for July. About 17,000 branded cows sold later at 19c for July.

Native bulls are offered at 16½c for July and branded bulls are quoted nominally around 15c.

SMALL PACKER HIDES.—The market as yet is inactive on small packer stocks. Most local killers, some time ago, moved their July productions at 23c for all-weight native steers and cows, and 20c for branded. Native bulls brought 17c, and branded bulls 16c. The market is now easier, with the recent decline in big packer market, and the sales of big packer light native cows at 22c. Local small packer stocks are generally offered at 22c for August all-weight native steers and cows, and 20c for branded, with buyers holding off.

COUNTRY HIDES.—Country hides are easier and more or less unsettled. Buyers are holding off until they are sure the packer market has reached the bottom. Trading is very light. Good all-weights are quoted nominally around 19c. Heavy cows and steers are quoted at 16@16½c. Buff weights are available at 19c, and buyers' ideas are not over 18½c. Choice extremes, 24/45 lb., are held at 22c, ranging down to 21c for fair quality 25/50 lb. weights. Bulls are quoted 13@13½c, nominally. All-weight western branded is quoted around 15½@16c.

CALFSKINS.—The last confirmed trading in packer calfskins was at 26c for July. However, one packer sold a car during the week, but details are not disclosed. It is generally thought to have brought 24½c. Further trading awaited to definitely establish the market.

First salted Chicago city calfskins are quiet and generally 23½@24c is asked. Outside city skins are quoted around 22½@23c. Resalted lots are priced 19@22c, selected. Mixed cities and countries are quoted around 21c.

KIPSKINS.—The market is inactive on packer kips; trading awaited to establish definitely the market. Native kips are offered at 25c, with buyers ideas around 23@23½c. Over-weights are also offered at 25c. Branded are quoted nominally around 22c.

First salted Chicago city kips, 23½@24c asked, with the market inactive. First salted outside city kips are quoted around 22½c. Resalted lots are priced at 20½@22c, selected. Mixed cities and countries are around 21c. Packer regular slunks

sold during the week at \$1.30 for around 4,500. Hairless slunks are quoted nominally at 60c for No. 1's.

HORSEHIDES.—The market is rather dull. Choice renderers, with full heads and shanks, generally are held at \$7.00. Good mixed lots are quoted at \$6.25@6.75, according to quality. Ordinary lots are quoted down to \$5.75.

SHEEPSKINS.—Dry pelts are quoted around 24@26c per lb., according to section. Packer shearlings are steady at \$1.15. One car moved on this basis during the week. The season is drawing to a close and there is no difficulty in disposing of good shearlings on this basis. Pickled skins are well sold up and firm. The last trading at Chicago was at \$9.50 and at New York \$10.00 for native lambskins.

PIGSKINS.—The market is quiet on No. 1 pigskin strips and is quoted nominally at 7@7½c. Gelatine stocks are inactive, the season being over; and are quoted nominally 3½@4c for prompt shipment, offered at top figure.

New York.

PACKER HIDES.—The city packer hide market has been in a waiting position. The market is easier, and buyers and sellers are far apart in their ideas of values. Next trading prices will hinge on developments in the Chicago market and, with activity just reported in that market at lower prices, some trading is looked for here before the end of the week. All descriptions are quoted nominally on the basis of Chicago quotations; 21½c for native steers, 19½c for butt branded and 19c for Colorados.

COUNTRY HIDES.—Country hides rather quiet, with buyers remaining out of the market. Offerings are light, but with the recent set-back in the packer market, prices are still unsettled. Good 25/45 lb. extremes are quoted around 22c, with buyers' ideas not over 21½c for that average and 21c top for 25/50 lb. weights. Little interest is shown. Buffs are nominally around 19@19½c.

CALFSKINS.—The market is quiet and regarded as a bit easier. The 5-7's can be bought at \$1.90; 7-9's, \$2.25@2.30; 9-12's, \$3.35@3.40; Veal kips, 12-17 lbs., are quoted around \$3.75@3.85, nominally.

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ending July 30, 1927, 3,834,000 lbs.; previous week, 3,575,000 lbs.; same week, 1926, 4,332,000 lbs.; from Jan. 1 to July 30, 1927, 135,200,000 lbs.; same period, 1926, 100,314,000 lbs.

Shipments of hides from Chicago for the week ending July 30, 1927, 5,000,000 lbs.; previous week, 4,746,000 lbs.; same week, 1926, 6,132,000 lbs.; from Jan. 1 to July 30, 1927, 154,193,000 lbs.; same period, 1926, 154,261,000 lbs.

TANNERS' HIDE STOCKS.

The number of raw skins and hides held by tanners, on June 30, 1927, subject to correction, with comparisons, are given by the U. S. Department of Commerce as follows:

	June, 1927.	May, 1927.
Cattle, total.....	1,273,084	1,333,189
Green salted:		
Steers	537,550	522,026
Cows	440,141	446,065
Bulls	27,088	24,751
Mixed hides.....	228,306	301,790
Dry or dry salted.....	89,339	37,057
Calf	2,194,776	2,066,287
Kip	218,289	225,303
Sheep and lamb.....	5,737,557	5,878,332
Goat and kid.....	9,289,678	8,549,063
Cabretta	789,889	702,548

KINDS OF LIVESTOCK KILLED.

Classification of livestock slaughtered in the United States during May, 1927, with comparisons for May, 1926, based on reports from about 600 packers and slaughterers whose slaughtering equaled nearly 75 per cent of the total slaughter under Federal inspection, is reported by the U. S. Department of Agriculture as follows:

	Cattle				Swine				Sheep and lambs			
	Steers	Cows and heifers	Bulls and stags	Barrows	Sows	Stags and boars	Lambs and yearlings	Sheep	Steers	Cows and heifers	Bulls and stags	Barrows
1926.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.
January	41.92	54.83	3.25	54.32	45.29	0.39	88.38	11.65				
February	45.91	51.00	3.09	54.24	45.27		49	88.47	6.53			
March	47.77	49.17	3.06	52.32	47.14		54	95.23	4.77			
April	53.15	43.91	2.91	51.08	48.13		79	92.00	8.00			
May	53.52	42.38	4.10	48.90	50.24		86	81.07	18.93			
June	51.39	43.90	4.71	43.52	55.67		81	87.96	12.04			
July	51.78	44.70	3.46	35.87	63.81		82	91.69	8.31			
August	51.39	45.19	3.42	35.37	63.88		75	92.51	7.09			
September	47.31	49.13	3.56	38.84	60.26		90	88.80	11.11			
October	38.79	57.99	3.22	44.73	54.42		85	90.64	9.36			
November	38.04	59.00	2.96	50.31	49.24		45	90.51	9.49			
December	44.53	52.42	3.05	54.31	45.21		48	91.54	8.46			
Average	46.88	49.73	3.39	47.78	51.58		64	90.38	9.62			

	1927	1926
January	45.04	51.51
February	49.55	47.49
March	50.15	46.01
April	50.39	46.07
May	57.21	50.09

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending Aug. 6, 1927, with comparisons, are reported as follows:

	Week ending Aug. 6, '27.	Week ending July 30, '27.	Cor. week, 1926.
Spread native steers	22½@23n	24	@24½n @17
Heavy native steers	@21½	@23½n	@15
Heavy Texas steers	@19½	@20½n	@14
Heavy butt branded steers	@19½	@20½n	@14
Heavy Colorado steers	@19	@20n	@13½
Ex-light Texas steers	@19	@21n	@13½
Branded cows	@19	@21	@13½
Heavy native cows	21	@21½ax	@22 @14
Light native cows	@22	@23½	@14½ax
Native bulls	@16½ax	17	@17½n @14½ax
Branded bulls	@15n	16½	@17n @8n
Calfskins	24½@25n	26½	@21ax @18½
Kips	24@25n	26ax	@16½
Kips, overwt.	24@25n	26ax	@16½
Kips, branded	@22n	@22ax	@15
Slunks, regular	@1.30	@1.30	@85
Slunks, hairless	@60n	@60n	@60

Light, Native, Butts, Colorado and Texas steers 1c per lb. less than heavies.

CITY AND SMALL PACKERS.

	Week ending Aug. 6, '27.	Week ending July 30, '27.	Cor. week, 1926.
Natives, all weights	@22ax	23	@23½n @14
Branded hds.	@20ax	20	@20½n @12½
Bulls, native	@16½n	16	@17 @10
Branded bulls	14½@15n	15	@16 @8
Calfskins	23½@24ax	23½@24	@17n @17n
Kips	23½@24ax	23½@24ax	@15½n @15½n
Slunks, regular	1.15@1.20n	@1.20	@75
Slunks, hairless, No. 1	50 @55n	@55	25 @30n

COUNTRY HIDES.

	Week ending Aug. 6, '27.	Week ending July 30, '27.	Cor. week, 1926.
Heavy steers	16 @16½	16½@17ax	10 @11ax
Heavy cows	16 @16½	16½@17ax	9½@10
Butts	18½@19	19 @19½	10½@11
Extremes	21 @22	21½@23	13 @14ax
Bulls	13 @13½	13½@14ax	7½@8ax
Calfskins	19½@20n	@20n	14½@15
Kips	19½@20n	@20n	12½@13
Light calf	@1.15	@1.15	90 @1.00
Deacons	@1.15	@1.15	80 @90
Slunks, regular	60 @75	60 @75	60 @65
Slunks, hairless	15 @25	15 @25	15 @25
Hogskins	5.75@7.00	6.00@7.25	4.00@4.70
Hogskins	65 @70	65 @70	30 @35

SHEEPSKINS.

	Week ending Aug. 6, '27.	Week ending July 30, '27.	Cor. week, 1926.
Packer lambs			@2.30
Pkrs. shearings	@1.15	@1.15	@1.47½
Dry pelts	@26	23 @25	22 @24

GEO. H. ELLIOTT & Co.

BROKERS

PACKER HIDES AND SKINS

Offerings Solicited

130 North Wells St. Chicago, Ill.

ICE AND REFRIGERATION

ICE NOTES.

The Jamestown Cold Storage Co's building, Jamestown, N. Y., was badly damaged by fire recently.

Work is progressing rapidly on a cold storage plant being erected in Hudson, N. Y. The site of the building is just south of the Germantown station.

The Southwest Power Co., is doubling the capacity of its ice and cold storage

plant at Harrison, Ark. Power will be furnished by an oil engine.

S. A. Bond has purchased property in Orosi, Calif., on which he will erect a cold storage plant.

The Home Ice & Storage Co., Lemoore, Calif., has been incorporated, Louis Decker, Cecil Friend, and Grace L. Friend are the incorporators.

The Gay Ice & Cold Storage Co., Jasper,

Fla., is planning the installation of new equipment, including a 25-40 h.p. power Diesel Engine.

J. M. Meffert will construct a cold storage plant at Ocala, Fla.

The Star Products Co., Peru, Ill., has been incorporated with a capital stock of \$50,000. Among other things, the company will deal in cold storage. Otto J. Loekle, James B. Scheting, John E. Seepe and Fred A. Koehler are the incorporators. The Jackson Ice & Cold Storage Co., Cheneyville, La., has been incorporated with a capital stock of \$50,000. O. E. Hoedge, W. R. Guess and J. S. Hunt are the incorporators.

A cold storage plant will be erected in Lexington, Miss., by the Lewis Grocer Co. The plant will cost \$50,000.

The Producers Cold Storage Co., will erect a cold storage plant in Albany, Mo.

The Merchants' Cold Storage Co., Newark, N. J., has been granted a permit for the erection of a cold storage plant to cost \$500,000. The building planned will be 9 stories high. The company operates another plant in Newark.

The Hudson Storage & Ice Corporation, Greenport, N. Y., has been incorporated with a capital stock of \$200,000. Wessel Ten Broeck, Hudson, N. Y., is interested in the proposition.

The Cuyahoga Cold Storage Co., Cleveland, Ohio, has been incorporated with a capital stock of \$200,000 preferred stock and 2,000 shares of common stock of no par value. M. H. Robinson, Cleveland, Ohio, is interested in the company.

The Klamath Ice & Cold Storage Co., Klamath Falls, Ore., has recently purchased new equipment.

The Pacific Fruit Express Co., is constructing a cold storage and ice plant in Edinburg, Tex., to cost in the neighborhood of \$250,000.

C. W. Napier, San Antonio, Tex., is planning to erect a cold storage plant in Donna, Tex.

A modern cold storage plant to cost \$200,000 will be erected in San Antonio, Tex. C. J. Guilhem is the manager of the company.

A cold storage warehouse is to be erected in Anacortes, Wash.

The cold storage plant of F. R. Klumb & Co., Tacoma, Wash., has been taken over by the Puget Sound Cold Storage Co., which will operate it in the future.

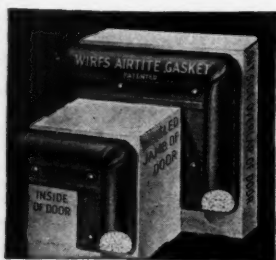
Cold Storage Insulation

All Kinds of Refrigerator Construction

Glenwood Avenue
West 22nd St.

JOHN R. LIVEZEY

PHILADELPHIA, PA.



Wirfs Gasket will save ice

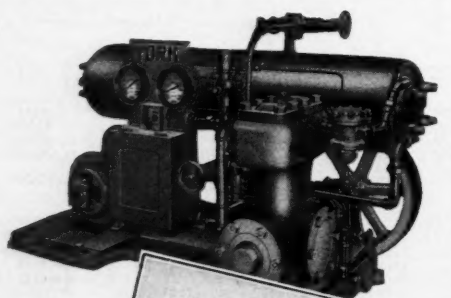
The cold air that leaks out of your refrigerators and storage rooms, through the cracks around the doors doesn't do you any good. Refrigerating and cold storage plants everywhere have learned that this patented gasket will more than

pay for its cost in the ice and refrigeration saved.

Wirfs PATENTED "AIRTITE" Gasket

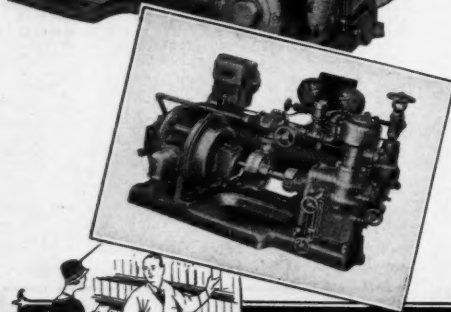
is a flexible, insulated, rubberized strip that hermetically seals doors, keeping the warm air out and the cold air in. It comes in five different sizes to fit any door. Write today for prices and samples so that you can start that saving now.

E. J. Wirfs Organization, Inc., 113 S. 17th St., St. Louis, Mo.



The York full automatic refrigerating unit is just the thing for the meat and produce market. Here is a machine obtainable in sizes ranging from one-half ton to eight tons daily capacity. It is a self-contained unit, direct-mounted to motor, thus effecting an economy in power. It is small, compact, all parts readily accessible, and the entire unit is portable. Thousands of meat and produce men all over the country are eliminating waste and spoilage and conducting their establishments more profitably since installing York Equipment.

Let us send you the names of some in your own locality; also furnish you with full details of this money making machine. No obligation.



YORK Manufacturing Company
Ice Making and Refrigerating Machinery Exclusively
York, Penna.

TEMPORARY PACKING.

Most plant operators are under the impression that it is impossible to use anything but special ammonia packing for the stuffing boxes of ammonia compressors. While it always is desirable to use special ammonia packing whenever it can be obtained, it is by no means impossible to operate with many other kinds of packing, says an engineer in Refrigerating World.

In one case we had just finished overhauling one machine when a valve broke on the remaining machine in the plant. The overhauled machine was ready to run, except for packing the stuffing box. When we began looking for packing we found that there was no ammonia packing on the premises that would fit the stuffingbox for this particular machine.

After debating for a little while as to what could be done, we finally decided to use some rubber-backed flax packing, generally used for water ends of pumps, until the right kind of packing could be obtained. This was installed promptly and the machine started.

In order to make sure that the packing would not be burned, which would most likely have charred and ruined the flax part of the packing, we operated the machine very cold, as it was equipped with a liquid

There IS a reason

why the past eight years have witnessed a growth on Stevenson Door sales absolutely beyond precedent—a growth far outstripping the general increase in cold storage and refrigeration construction.

why Stevenson Door sales have kept up when new cold storage construction and normal replacement were declining.

True, we're getting more than our share of the new business. But the big factor in our great gains is our remarkable volume of replacement business. Not replacement of doors that are worn out—but of practically new doors of all makes, by the

STEVENSON "DOOR THAT CANNOT STAND OPEN"

—always closed unless filled
with passing goods or man

Because this patented Stevenson Door has no competition at all on service rendered—doing things you've always wanted done, but never thought possible.

No more worrying about doors left open—this door closes itself before your man can turn to look. Its cam-actuated, double-swing flapper doors come to rest instantly in closed position, no more dry, cold air running away at bottom, no ruinous inrush of warm, moisture-laden air at top. Metal-covered, always closed—an unequalled fire stop.

Using these quickest-acting of all doors, big doorways with quick, easy work are less wasteful than small regular doors, greatly reducing labor costs.

Big busy plants leave outer sealing door open all day long except when doorway is idle. All types of plants—large and small—are replacing vestibule airlocks with this wonder-working door, thus adding enough money-earning storage to pay for the door in a year.

Pays for itself in a single August

in any average plant, by reducing labor costs, making all your space available for storage, stopping the losses from mould-spotted goods and ice-coated pipes.

Prove it in your own plant: Put one of these doors at work on your busiest doorway; it will prove its case so convincingly that you'll want no other door on any doorway. Better than that, it will save enough to pay for the others.

Get Bulletin No. 48 and Our Service Sheets FREE

—they tell how to save 400 to 500 cubic feet of money-earning storage at every doorway; and avoid construction of costly gold brick vestibule airlocks.

1927 Pocket Size Catalog FREE

tells all about this and other Stevenson money-making equipment for all plants using cold storage.

USE THE COUPON—CHECK ITEM DESIRED

Stevenson Cold Storage Door Co.

Leaders on Doors Since 1888

1500 West Fourth St.

Chester, Pa.

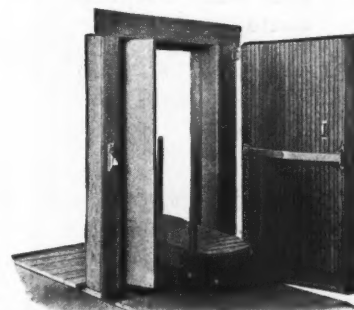


When it's open it's closed like this.

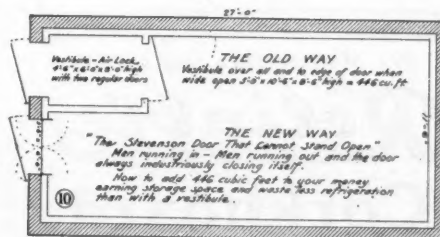
The double-swing, metal-covered flapper doors keep the opening always closed. They have no frail spring-hinge humbug to keep in repair—no stubborn resistance to kill speed. Cam-operated, they close by the unfailing force of gravity. Doors lift a little as they open, making possible a level floor for those moving liquids in wheeled tanks.

With track port—as above, or without.

Ideal on freezers, rids itself of ice. Its metal-covered flapper doors make it an unequalled fire stop.



Going Out—Just butt the round-nose truck into the metal-covered double-swing doors and keep on going. These double-swing flapper doors operate the unlatching bar on the main door, releasing door and throwing it open. The instant truck and man clear the doorway, gravity closes the double-swing doors.



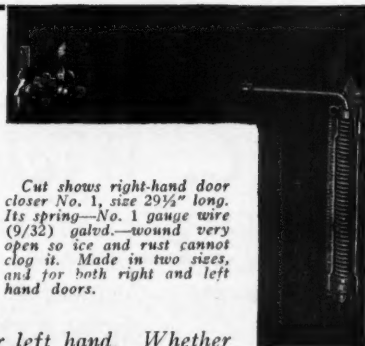
Next best to the Stevenson "Door that Cannot Stand Open" is our regular door with

Stevenson's 1922 "Man-Size" Door Closer

Stops the loss—the outflow of dry cold air, the ruinous inflow of warm, moist air—at unclosed doorways. Size No. 1 (29½") \$9.50, No. 2 (23½") \$8.50. Prices f.o.b. Chester.

State size of doors. Whether right or left hand. Whether door and frame are flush.

Cut shows right-hand door closer No. 1, size 29½" long. Its spring—No. 1 gauge wire (9/32) galv.—would very open to ice and rust cannot clog it. Made in two sizes, and for both right and left hand doors.



MAIL COUPON TODAY

Stevenson Cold Storage Door Co.
Chester, Pa.

Please send further information on your

- ☐ Door That Cannot Stand Open (Send Bulletin No. 48)
- ☐ Standard Cold Storage Doors
- ☐ Special Freezer Door for Icy Doorways
- ☐ Little Platform Ice Door & Ice Chutes
- ☐ SEND FREE your SERVICE SHEETS and CATALOG.

(Check in squares at left, items desired)

Name

Address

F-8

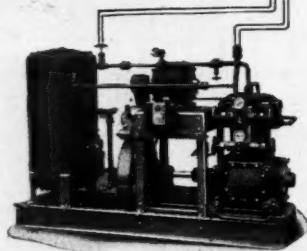


A
FRICK
Refrigerating
Machine

Will cool your boxes—and keep on cooling them, long after other machines would be worn out.

Let us tell you why. Write today: address

Frick Company
Manufacturers of Refrigerating Machinery



We Manufacture and Install

Reliable
TRADE MARK

Corkboard

LUSE-STEVENSON CO.

Main Office

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BRANCHES

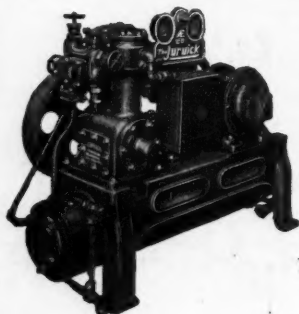
New York—1457 Broadway
Philadelphia—2415 Chestnut St.
Minneapolis—329 Meyers Arcade
Boston—224 State St.
Los Angeles—320 So. San Pedro St.



Write for F.O.B. prices

Juruick

REFRIGERATION



Juruick
Refrigerating
Unit.

Consider the qualities that count in electrical refrigeration . . . reliability . . . economy . . . ease of operation . . . low maintenance costs. In all these respects JURUICK REFRIGERATION leads . . . It is electric refrigeration at its best. Automatic units of every commercial size.

Send for folder "Turn this Switch"

American Engineering Company
2425 Aramingo Ave., Philadelphia, Pa.

injection valve at the machine, by means of which the temperature could very easily be regulated.

This packing operated very satisfactorily for over a week until we finally secured the regular brand of ammonia stuffingbox packing.

HELP IN HAM CAMPAIGN.

(Continued from page 26.)

start, and as you will note by their menus, they are continuing to do so."

New Orleans, La.—The Roosevelt Hotel —"We have been requested by L. A. Frey and Sons and other provision houses here in New Orleans to use our best influence to give them our co-operation in their ham and bacon campaign. We want to assure you that this movement has our hearty co-operation. We are going to use the stickers on our menus and in fact do all we can to promote this campaign."

Peoria, Ill.—Fred L. Wilson, City Chairman—"We have sent the menu stickers to the different restaurants in the city, asking them to co-operate with us during this ham and bacon campaign. The ham sandwich streamers have been posted in drug stores and places where light lunches are specialized."

St. Paul, Minn.—Saint Paul Athletic Club—"At the request of Myron McMillan, of the J. T. McMillan Company, I am writing you to say that we will assist during 'Ham and Bacon Week' and we will feature these items on our menu. We will be glad to use stickers."

Topeka, Kans.—J. H. Edmondson, City Chairman—"We have written to the big hotels and restaurants of our city enlisting their support in featuring ham and bacon on their menus, as well as making use of the stickers furnished."

Utica, New York—J. M. Snyder, City Chairman—"In connection with the drive for ham and bacon business on all railroads, hotels and restaurants, we wish to advise that all leading hotels and restaurants in Utica, New York have been solicited, the purpose of the campaign outlined to the meat buyers and we are glad to report, at this time, that all leading hotels and restaurants in Utica are enthusiastically supporting us in this campaign and featuring ham and bacon dishes on their menus several days each week."

Sioux City, Iowa—F. A. Gale, City Chairman—"Meeting with various packer representatives was held and each was supplied with a portion of the Ham Sandwich Streamers, with the understanding that these would be placed in Drug Stores, Soda Fountains, and such other places where light luncheons are served."

"The following letter has been received from Stoup & Schafer, the leading restaurant men of Sioux City, advising us of their co-operation in the National Ham and Bacon Campaign: We, as restaurant operators, are exerting our influence to further the sale of ham and bacon by placing these items in a more conspicuous place on our menus and assure you that our employees are instructed to suggest your campaign items to our customers, and in doing this we feel that you will realize you have our whole-hearted support in your efforts to promote and make the live stock industry a better one."

Wilkes-Barre, Pa.—R. B. Cummings, City Chairman—"Please be advised a number of our hotels and best restaurants are featuring ham and bacon and are using our stickers on their menus. We have a number of restaurants in the city who are using menus featuring hams and bacon."

A. C. Wicke Mfg. Co.

Reliable Butcher Fixtures and Supplies
Special attention given to cork and cement refrigerators
Cold storage installations and complete market equipment

NEW YORK CITY

Salesrooms:

425-435 E. 102nd St.

Main Office and Factory:

406 East 102nd St.
Phone Atwater 0880 for all Branches

Bronx Branch

739 Brook Ave.

"Guess-Work" is removed from insulation when

Crescent (100% Pure) Corkboard
(Made in U. S. A.)

and

United's Service

***are selected for the installation
of Cold Storage Rooms***



Plant of United Butchers Co., Chicago, Ill.
A typical "United" installation

THE entire organization that handles your work when you place a contract with UNITED is composed of men who know insulation work.

Operating under the personal supervision of our trained engineers, they effect installations that are permanent, economical and always satisfactory.

Each insulation problem is properly settled; each step in making the installation is carefully planned; each mechanic is assigned to his particular job—previous to the starting of the work.

Consequently, the contract is executed with dispatch, and in a manner that is always pleasing to the customer. And the owner has that feeling of security and satisfaction in knowing that his work was done right.

We would appreciate an opportunity to submit our estimate on your requirements. Write to us



UNITED'S SERVICE
Provides
"Insulation of the utmost efficiency"

Branch Office

New York
Philadelphia
Boston

Baltimore
Pittsburgh
Cleveland

Chicago
Cincinnati
Hartford, Conn.



UNITED CORK COMPANIES
LYNDHURST, N.J.

Chicago Section

John C. Wood, of J. C. Wood & Co., brokers, is on a vacation in Northern Michigan.

C. W. Scott of the C. W. Scott Co., jobbers, Grand Rapids, Mich., was a Chicago visitor this week.

Charles Hughes of the Hughes-Curry Packing Co., Anderson, Ind., spent a few days in Chicago this week.

P. A. Jacobson, president of the Interstate Packing Co., Winona, Minn., was in Chicago during the latter part of this week.

Packers' purchases of live stock at Chicago for the first four days of this week totaled 34,884 cattle, 8,908 calves, 75,268 hogs and 41,289 sheep.

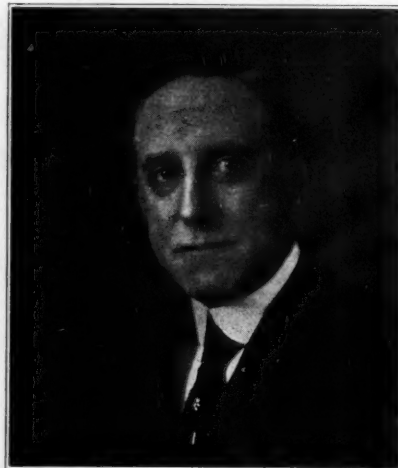
Henry Dryfoos, president of H. Dryfoos & Son, well known Detroit sausage manufacturers, spent a few days in Chicago this week, accompanied by Mrs. Dryfoos.

John W. Hall returned this week from a week's fishing expedition in Northern Michigan. John says they were biting better than they do over the long-distance phone.

A. L. Eberhardt, of Cross, Roy, Eberhardt & Harris, Chicago, has been on an

automobile outing through Minnesota and Iowa. He spent some time at his old home in Austin, Minn.

F. C. Rogers, packinghouse broker of Philadelphia and New York, was in Chicago this week with Mrs. Rogers, en route to the Canadian Rockies and Alaska. Of course Cooper could not resist making a few calls while in this vicinity, where he has many friends and clients.



FRANK W. WADDELL

Well-known packinghouse executive who recently announced his resignation as vice president of Armour and Company, after 38 years of service.

Mr. Waddell began his connection with the packing industry in 1889 as a billing clerk at Armour's in Chicago. He went into the sales department two years later, and by 1898 was provision manager at Omaha. In 1901 he returned to Chicago to take charge of the sales for the South and West.

In 1913 he had hog buying, Board of Trade operations and general pork sales added to his responsibilities, which combined duties he performed up to the time of his resignation. He was made vice president of the company in 1922.

After so many years without a vacation, Mr. Waddell is taking it easy for a while. He has not announced his future plans.

Reports received in Chicago from E. L. Roy of Cross, Roy, Eberhardt & Harris, who is touring Europe, are to the effect that he is having an enjoyable time and is in the best of health.

Prices realized on Swift & Company sales of carcass beef in Chicago for the week ending July 30, on shipments sold out were as follows: Cows, common to good, 10½@15½c; steers, common to medium, 14@18c; steers, good to choice, 18@21c. The average price was 16.14c a pound.

Provision shipments from Chicago for the week ending July 30, 1927, with comparisons, are reported as follows:

	Last wk.	Prev. wk.	Cor. week, 1926.
Cured meats, lbs.	18,876,000	15,804,000	17,380,000
Fresh meats, lbs.	37,978,000	36,038,000	36,170,000
Lard, lbs.	2,494,000	2,882,000	3,587,000

Among the members of the Chicago meat trade who attended the funeral of Morgan T. McClelland, director of sales and treasurer of John Morrell & Co., in Ottumwa, Ia., last week were Dan Gallagher, broker; Robert Burrows, J. C. Wood & Co.; George Martin, manager, John Morrell & Co., Chicago; E. L. Hicks, Cross, Roy, Eberhardt & Harris, and Sigmund Adler, of Sigmund Adler & Co.

CANADIAN U. S. HOG EXPORTS.

The outstanding feature of the Canadian hog and pork export situation is the large increase in live hogs shipped to the United States during the first five months of 1927 compared with the same period of 1926.

The number sent to the United States in this period was 120,450, compared with only 2,355 in the same period of 1926, according to official announcements.

George F. Pine Walter L. Munnecke
Pine & Munnecke Co.
Packing House and Cold Storage
Construction; Cork Insulation and
Overhead Track Work
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Packinghouse and Cold Storage Designing—Consultation on Power and Operating Costs, Curing, etc. You profit by our 26 years' experience. Lower construction cost. Higher efficiency.
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Oldest Brokers in Our Line

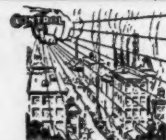
Tallow Tankage
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Provisions Cracklings
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The Davidson Commission Co.

Carcass Beef—P. S. Lard—Green Pork
Boneless Beef—Ref. Lard—Cured Pork
Quick Reliable Service Guaranteed
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ABATTOIR PACKING AND COLD STORAGE PLANTS

Manhattan Building, Chicago, Ill.

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The Secret of Sausage Success is a Perfect Cure

Our H. J. MAYER Special NEVERFAIL Curing Compound is a formula for curing sausage materials, hams and bacon which will enable you to place your goods on the market in a very short time.

It prevents your sausage from turning green; protects your product not used at cured age, and helps to keep meat from getting "short."

We make *Practical Demonstrations with our own goods* and help our customers remedy their troubles.

Your success is our aim.

H. J. MAYER & SONS CO.

6821-23 S. Ashland Ave.

CHICAGO, ILL.

Makers of the Famous *GENUINE H. J. MAYER Special Frankfurter, Bologna, Pork Sausage (with and without sage), Braunschweiger Liver, Summer (Mettwurst), and Rouladen Delicatessen Seasonings and SPECIAL NEVERFAIL CURING COMPOUND*

All our Products are guaranteed to comply with the B. A. I. regulations

The Man Who Knows.



The Man You Know.

FRED A. OLIVER PASSES.

Fred A. Oliver, long associated with the sausage business in Milwaukee, died July 29 at his home, 807 Forty-sixth street, after a year's illness. He was 60 years of age.

Mr. Oliver was secretary of Weisel & Co., the well known firm of sausage manufacturers, with whom he had been associated for 17 years.

He is survived by his widow, one daughter and two sons. Funeral services were held on Monday, August 1, with interment in Milwaukee.

PACKER HOST TO STOCKMEN.

A fine example of packer-producer cooperation is shown in the loan of the summer home of Ezra Nuckolls, manager of the Nuckolls Packing Company, Pueblo, Colo., for the annual picnic on August 14 of the *Pueblo County Stockgrowers' Association*. Mr. Nuckolls has tendered the use of his country place at Beulah for the occasion. The association has 125 paid-up members on its rolls and fully 500 persons are expected at the picnic, which is one of the outstanding events in the county. Among the speakers on the program is Dr. B. F. Davis, manager of the Colorado Stockgrowers' Association.

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock of leading Canadian centers for the week ending, July 28, 1927, with comparisons:

BUTCHER STEERS			
1,000-1,200 lbs.			
	Week ended July 28.	Prev. week.	Same week, 1926.
Toronto	\$ 8.65	\$ 9.00	\$ 8.25
Montreal	8.65	8.50	7.50
Winnipeg	8.00	8.50	7.25
Calgary	6.75	6.75	0.25
Edmonton	7.00	7.50	6.25
Pr. Albert	6.00	6.50	.....
Moose Jaw	7.00	7.50	.....
VEAL CALVES.			
Toronto	\$14.00	\$13.50	\$12.50
Montreal	10.50	12.00	10.00
Winnipeg	9.00	10.00	8.00
Calgary	8.50	10.00	7.50
Edmonton	8.00	9.00	7.00
Pr. Albert	6.75	7.00	.....
Moose Jaw	8.00	9.00	.....
SELECT BACON HOGS.			
Toronto	\$11.15	\$10.65	\$15.65
Montreal	10.75	10.50	15.50
Winnipeg	10.00	9.75	14.85
Calgary	10.60	10.50	15.40
Edmonton	10.50	10.25	14.57
Pr. Albert	9.50	9.25	.....
Moose Jaw	9.90	9.15	.....
GOOD LAMBS.			
Toronto	\$16.50	\$16.00	\$17.00
Montreal	14.50	13.00	15.50
Winnipeg	13.50	14.50	14.50
Calgary	13.00	13.00	15.00
Edmonton	13.50	13.50	11.50
Pr. Albert	11.00	11.00	.....
Moose Jaw	13.50	13.00	.....

SAUSAGE CASINGS EXPORTS.

Exports of domestic sausage casings from the United States for the month of May, 1927, are reported by the U. S. Department of Commerce as follows:

To:	Hog casings.		
	Lbs.	Value.	
Belgium	6,358	\$ 2,948	
Denmark & Faroe Is.	.....	.....
Estonia	285	160	
France	3,080	925	
Germany	267,838	44,779	
Italy	.....	.....
Netherlands	43,287	7,436	
Norway	.....	.....
Poland and Danzig	.....	.....
Spain	5,793	2,294	
Sweden	4,870	3,360	
Switzerland	7,293	5,177	
United Kingdom	335,729	222,768	
Canada	26,537	15,078	
Panama	550	617	
Mexico	.....	.....
Bermuda	800	280	
Cuba	490	390	
Bolivia	257	.....
New Zealand	117,262	124,790	
Brit. South Afr.	21,133	24,127	
Total	846,431	\$458,276	
To:	Beef casings.		Other casings.
	Lbs.	Value.	Lbs. Value.
Belgium	38,810	\$ 2,126	.....
Denmark & Faroe Is.	5,342	561	.....
Estonia	.....	.....	.....
France	14,490	3,114	.....
Germany	969,520	140,276	81,728 9,149
Italy	7,682	1,705	1,750 1,390
Netherlands	46,800	6,352	.....
Norway	7,530	640	.....
Poland & Danzig	22,415	1,947	.....
Spain	42,291	2,611	.....
Sweden	21,418	2,227	25,870 1,881
Switzerland	25,413	2,413	.....
United Kingdom	52,904	23,166	.....
Canada	.....	.....	50,819 7,957
Panama	.....	.....	360 120
Mexico	.....	.....	40 51
Bermuda	.....	.....	.....
Cuba	1,200	191	100 20
Bolivia	.....	.....	.....
Australia	.....	.....	.....
New Zealand	.....	.....	.....
Brit. South Afr.	.....	.....	.....
Total	1,256,015	\$187,379	158,676 \$20,586

SAUSAGE CASINGS IMPORTS.

Imports of sausage casings into the United States during May, 1927, are reported by the U. S. Department of Commerce as follows:

	Sheep, lamb, and goat.		Other.
	Lbs.	Value.	Lbs. Value.
France	3,208	\$ 4,875	.....
Germany	14,645	23,394	20,983 \$ 8,268
Latvia	280	320	.....
Netherlands	.....	.....	3,836 3,810
Norway	.....	.....	609 906
Roumania	2,059	640	.....
Sov. Russ. in Eur.	98,065	161,940	.....
Switzerland	4,000	4,933	9,340 11,704
Turkey in Eur.	20,898	33,123	.....
United Kingdom	17,475	29,665	19,140 6,967
Canada	62,972	82,673	103,375 19,292
Mexico	985	1,500	.....
Argentina	124,235	66,443	219,394 58,957
Brazil	.....	.....	4,968 883
Chile	48,616	33,129	48,724 24,995
British India	8,138	14,117	.....
China	80,832	89,228	114,000 106,938
Iraq	12,960	16,723	.....
Kwangtung	175	381	.....
Persia	14,825	14,614	.....
Syria	9,179	22,706	.....
Other Asia	16,000	18,801	.....
Australia	115,091	74,284	495 111
New Zealand	14,398	23,000	.....
Liberia	939	2,293	.....
Total	638,012	\$708,753	554,071 \$242,831

How hot should the water be in the hog scalding vat? Ask "The Packer's Encyclopedia," the "blue book" of the industry.



Have Them Sell it Sliced

Quality Imported Corned Beef is a generous profit-maker for the distributor who encourages his retailers to sell it sliced. Introduce the No. 6 size to a few of your best customers. Have them sell it sliced and observe how quickly they repeat—and keep repeating.

This is one of many ways distributors are winning and holding trade with Quality Imported Corned Beef. Send the coupon for complete information.

Packed in two popular sizes. The No. 6 size, containing 6 lbs. net, is best for slicing. It is ideal for retailers, hotels, restaurants, clubs and institutions. The No. 1 size contains 12 oz. net, and is convenient for home use.

John M. Clair



Republic Food Products Co.,
4053 So. La Salle St.,
Chicago, Ill.

QUALITY IMPORTED Corned Beef

John M. Clair,
REPUBLIC FOOD PRODUCTS CO.,
4053 So. La Salle St., Chicago, Ill.
Please send us full details of your offer to distributors. Also free sample.
Name
Address
Buyer

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

CASH PRICES.

Based on Actual Carlot Trading, Thursday, August 4, 1927.

Regular Hams.		
	Green	S. P.
8-10	18 1/2	19 1/2
10-12	18 1/2	18 1/2
12-14	17 1/2	18 1/2
14-16	17 1/2	17 1/2
16-18	16 1/2 @ 16 3/4	17 1/2
18-20	16 1/2 @ 16 3/4	17 1/2
20-22	16 1/2 @ 16 3/4	17 1/2

S. P. Boiling Hams.

	H. Run.	Select.
16-18	17 1/2	18
18-20	17 1/2	18
20-22	17 1/2	17 1/2

S. P. Skinned Hams.

	(Boiling Age)	
16-18	19 1/2	
18-20	19 1/2	
20-22	18 1/2	

Skinned Hams.

	Green	S. P.
10-14	18 1/2	19 1/2
14-16	18 1/2	19 1/2
16-18	18 1/2	18 1/2
18-20	17 1/2	18 1/2
20-22	14 1/2	17 1/2
22-24	13 1/2	16 1/2
24-26	13	16 1/2
26-28	12 1/2	15 1/2
30-35	11 1/2	14 1/2

Picnics.

	Green	S. P.
4-6	13 1/2	13 1/2
6-8	12 1/2	12 1/2
8-10	10	10 1/2
10-12	10	10 1/2
12-14	9 1/2	10 1/2

Bellies*.

	Green	S. P.
6-8	23	23 1/2
8-10	21 1/2	22
10-12	20 1/2	21
12-14	18 1/2	19
14-16	17	17 1/2
16-20	16 1/2	16 1/2

*Square Cut and Seedless—Frozen.

D. S. Bellies*.

	Clear	Rib
16-18	13 1/2	13 1/2
18-20	13 1/2	13 1/2
20-25	12 1/2	12 1/2
25-30	12 1/2	12 1/2
30-35	12 1/2	12 1/2
35-40	12 1/2	12 1/2
40-50	12	12

*Fully cured.

D. S. Fat Backs.

8-10	11	
10-12	11 1/2	
12-14	11 1/2	
14-16	12 1/2	
16-18	12 1/2	
18-20	13	
20-25	13 1/2	

D. S. Rough Ribs.

40-50	12.50	
50-60	12.00	
60-70	11.75	
70-80	11.50	

Other D. S. Meats.

Extra Short Cleans.	35-45	12
Extra Short Ribs.	35-45	12
Regular Plates.	6-8	10 1/2
Clear Plates.	4-6	10
Jowl Butts.		8 1/2

CORK IMPORT IN CHICAGO.

The Cork Import Corporation, manufacturers of Novoid corkboard, cork covering and cork tile, have established a new office at 1112 Conway Bldg., 111 W. Washington Street, Chicago, Ill. W. J. Takes is the Chicago district manager.

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2457 SOUTH LA SALLE STREET

CHICAGO, ILL.

FUTURE PRICES.

Official Board of Trade Range of Prices.

SATURDAY, JULY 30, 1927.

	Open.	High.	Low.	Close.
LARD—				
July	12.47 1/2	12.55	12.47 1/2	12.52 1/2
Sept.	12.60	12.65	12.60	12.62 1/2
Oct.	12.75	12.77 1/2	12.75	12.75
CLEAR BELLIES—				
July	13.37 1/2	13.37 1/2	13.37 1/2	13.37 1/2
Sept.				13.47 1/2
SHORT RIBS—				
July				11.90
Sept.	12.00	12.00	12.00	12.00

MONDAY, AUG. 1, 1927.

	Open.	High.	Low.	Close.
LARD—				
Sept.	12.65	12.65	12.52 1/2	12.55b
Oct.	12.75	12.75	12.67 1/2	12.67 1/2
Nov.	12.82 1/2	12.85	12.77 1/2	12.85
May				13.00n
CLEAR BELLIES—				
Sept.	13.35	13.35	13.35	13.35ax
Oct.				13.37 1/2ax
SHORT RIBS—				
Sept.	12.15	12.15	12.10	12.10ax
Oct.				12.10n

TUESDAY, AUG. 2, 1927.

	Open.	High.	Low.	Close.
LARD—				
Sept.	12.47 1/2-50	12.50	12.45	12.45ax
Oct.	12.57 1/2-62 1/2	12.62 1/2	12.53	12.53b
Nov.				12.60ax
Jan.	12.72 1/2	12.80	12.72 1/2	12.75ax
May				12.90b
CLEAR BELLIES—				
Sept.	13.12 1/2	13.12 1/2	13.05	13.05
Oct.	13.15	13.15	13.12 1/2	13.12 1/2ax
SHORT RIBS—				
Sept.	11.95	11.95	11.77 1/2	11.77 1/2
Oct.	11.87 1/2	11.87 1/2	11.87 1/2	11.87 1/2

WEDNESDAY, AUG. 3, 1927.

	Open.	High.	Low.	Close.
LARD—				
Sept.	12.37 1/2-40	12.40	12.35	12.35ax
Oct.	12.47 1/2-50	12.50	12.45	12.45b
Nov.				12.45ax
Jan.	12.70	12.70	12.60	12.60ax
May				12.80ax
CLEAR BELLIES—				
Sept.	12.75	12.85	12.75	12.85b
Oct.				12.97 1/2ax
SHORT RIBS—				
Sept.	11.70	11.70	11.62 1/2	11.62 1/2
Oct.	11.75	11.75	11.65	11.65b
Jan.				12.00b

THURSDAY, AUG. 4, 1927.

	Open.	High.	Low.	Close.
LARD—				
Sept.	12.32 1/2-35	12.47 1/2	12.32 1/2	12.47 1/2ax
Oct.	12.45	12.57 1/2	12.45	12.57 1/2b
Nov.	12.60	12.60	12.60	12.60ax
Jan.	12.65	12.75	12.55	12.70ax
May	12.90	12.90	12.87 1/2	12.87 1/2ax
CLEAR BELLIES—				
Sept.	12.85	12.85	12.85	12.95b
Oct.	12.97 1/2	13.05	12.92 1/2	13.05b
Jan.	13.10	13.20	13.10	13.20
SHORT RIBS—				
Sept.	11.95	11.95	11.65	11.70b
Oct.				11.65
Jan.				12.00b

FRIDAY, AUGUST 1, 1927.

	Open.	High.	Low.	Close.
LARD—				
Sept.	12.47 1/2-50	12.50	12.42 1/2	12.42 1/2ax
Oct.	12.60	12.62 1/2	12.52 1/2	12.55ax
Nov.				12.55ax
Jan.	12.72 1/2	12.72 1/2	12.70	12.70ax
May				12.85b
CLEAR BELLIES—				
Sept.	13.10	13.10	13.10	13.10
Oct.				13.15
Nov.				13.20n
SHORT RIBS—				
Sept.	11.90	11.90	11.80	11.80ax
Oct.				11.65n
Nov.	12.50	12.50	12.50	12.50

CANADIAN BACON EXPORTS.

Canadian bacon exports to the United States during the first 5 months of 1927 were also about 4 times as great as in the same period of 1926, while total bacon exports decreased about one-half from 39,724,000 to 21,655,000 pounds during this period, according to official announcement.

CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, Aug. 4, 1927, with comparisons, were as follows:

	Week ending Aug. 4.	Prev. week.	Cor. week, 1926.
Armour & Co.	10,456	6,751	7,434
Anglo-American Prov. Co.	4,489	5,414	1,297
Swift & Co.	10,191	8,536	9,998
G. H. Hammond Co.	5,095	5,386	5,916
Morris & Co.	8,690	8,241	5,988
Wilson & Co.	9,264	9,276	9,314
Boyd-Lanham Co.	3,989	5,412	3,951
Western Pkg. & Prov. Co.	9,163	4,656	9,939
Roberts & Oake	5,089	4,159	5,110
Miller & Hart	3,414	3,539	4,265
Independent Pkg. Co.	3,188	3,117	5,235
Brennan Pkg. Co.	6,300	6,115	5,775
Agar Packing Co.	3,254	3,642	2,448
Total	82,562	74,244	76,680

CHICAGO RETAIL FRESH MEATS.

Beef.

	No. 1.	No. 2.	No. 3.
Rib roast, heavy end.	25	22	12
Rib roast, light end.	36	28	20
Chuck round.	20	20	14
Steaks, round.	45	30	20
Steaks, sirloin, first cut.	45	32	22
Steaks, porterhouse.	50	37	25
Steaks, flank.	28	25	18
Beef stew, chuck.	20	18	12 1/2
Corned briskets, boneless.	16	12	10
Corned rumps, boneless.	25	22	18

Lamb.

	Good.	Com.
Hindquarters	45	25
Legs	45	30
Stews	20	15
Chops, shoulder	25	20
Chops, rib and loin.	55	25

Mutton.

Legs	26	..
Stew	10	..
Shoulders	16	..
Chops, rib and loin.	35	..

Pork.

Loins, whole, 8@10 avg.	28	@30
Loins, whole, 10@12 avg.	28	@30
Loins, whole, 12@14 lbs.	22	@25
Loins, whole, 14 and over.	18	@25
Chops	32	@34
Shoulders	15	@18
Butts	20	@20
Spareribs	15	@15
Hocks	14	@14
Leaf lard, unrendered.	15	@15

Veal.

Hindquarters	32	@36
Forequarters	18	@24
Legs	32	@36
Breasts	14	@18
Shoulders	12	@14
Cutlets	12	@14
Rib and loin chops.	12	@14

Butchers' Offal.

Suet	@ 6
Shop fat	@ 3
Bones, per 100 lbs.	@50
Calf skins	@20
Kips	@20
Deacons	@12

CURING MATERIALS.

	Bbls.	Sacks.
Nitrite of Soda, 1 c. l. Chicago	9 1/2	5%
Double refined salt petre, grand., l.c.l.	8	7%
Crystals		
Double refined nitrate of soda, f. o. b.		
N. Y. S. S., carloads	3%	3%
Less than carloads, granulated	4%	4%
Crystals	5%	5%
Kegs, 100@200 lbs., 1c more.		
Boric acid, in carloads, powdered, in bbls.	8 1/2	8 1/2
Crystals to powdered, in bbls., in 5-ton lots or more.	9 1/2	9 1/2
In bbls. in less than 5-ton lots.	8 1/2	8 1/2
Borax, carloads, powdered, in bbls.	5	4%
In ton lots, gran. or powdered, in bbls.	5	4%
Salt—		
Granulated, car lots, per ton, f.o.b. Chicago		\$6.00
bulk		
Medium, car lots, per ton, f.o.b. Chicago		9.10
bulk		
Rock, carlots, per ton, f.o.b. Chicago		6.10
Sugar—		
Raw sugar, 96 basis, f. o. b. New Orleans.	@4.75	
Second sugar, 90 basis.	None	
Syrup, testing 63 and 65 combined sucrose and invert, New York.	@ .40	
Standard granulated f. o. b. refiners (2%)	@5.80	
Packers' curing sugar, 100 lb. bags, f.o.b.	@5.40	
Reserve, L.A., less 2%	@5.30	
Packers' curing sugar, 250 lbs. bags, f.o.b.	@5.30	
Reserve, L.A., less 2%	@5.30	

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ending, Aug. 6.	Cor. week, 1926.
Prime native steers.....	19 @21	17 @18½
Good native steers.....	18 @19	15 @17
Medium steers.....	16 @17	14 @16
Heifers, good.....	13 @18	13 @18
Cows.....	11 @16	10 @14
Hind quarters, choice.....	@26	@23
Fore quarters, choice.....	@16	@14

Beef Cuts.

Steer Loins, No. 1.....	@45	@28
Steer Loins, No. 2.....	@40	@26
Steer Short Loins, No. 1.....	@58	@37
Steer Short Loins, No. 2.....	@49	@34
Steer Loin Ends (hips).....	@30	@21
Steer Loin Ends, No. 2.....	@30	@21
Cow Loins.....	@18	@15
Cow Short Loins.....	@36	@18
Cow Loin Ends (hips).....	@18	@17
Cow Ribs, No. 1.....	@27	@20
Steer Ribs, No. 2.....	@26	@18
Cow Ribs, No. 1.....	@18	@16
Cow Ribs, No. 2.....	@11	@11½
Steer Round, No. 1.....	@20½	@17½
Steer Round, No. 2.....	@19½	@17
Steer Chucks, No. 1.....	@14½	@12
Steer Chucks, No. 2.....	@13½	@11½
Cow Rounds.....	@17	@15
Cow Chucks.....	@12	@9
Steer Plates.....	@9	@8
Medium Plates.....	@9	@8
Briskets, No. 1.....	@16	@14
Briskets, No. 2.....	@12	@12
Steer Navel Ends.....	@8	@7
Cow Navel Ends.....	@7½	@7
Fore Shanks.....	@7½	@7
Hind Shanks.....	@8	@7
Rolls.....	@20	@20
Strip Loins, No. 1, boneless.....	@60	@50
Strip Loins, No. 2.....	@40	@45
Strip Loins, No. 3.....	@34	@35
Striploin Butts, No. 1.....	@34	@34
Striploin Butts, No. 2.....	@27	@25
Striploin Butts, No. 3.....	@15	@15
Beef Tenderloins, No. 1.....	@70	@75
Beef Tenderloins, No. 2.....	@65	@65
Rump Butts.....	@18	@18
Flank Steaks.....	@20	@14
Shoulder Clods.....	@15	@15
Hanging Tenderloins.....	@10	@10

Beef Products.

Brains (per lb.).....	@10	9 @10
Hearts.....	@11	@15
Tongues.....	@29	29½ @32
Sweetbreads.....	@38	@32
Ox-Tail, per lb.....	@9	2 @8
Fresh Tripe, plain.....	@6	@4
Fresh Tripe, H. C.....	@7½	@6½
Livers.....	@12	9½ @12
Kidneys, per lb.....	@10½	10 @10½

Veal.

Choice Carcass.....	@22	@23
Good Carcass.....	@18	@21
Good Saddle.....	@25	@30
Good Back.....	@12	@16
Medium Backs.....	@10	@12

Veal Products.

Brains, each.....	@12	@11
Sweetbreads.....	@65	45 @60
Calf Livers.....	@44	32 @38

Lamb.

Choice Lambs.....	@30	@30
Medium Lambs.....	@27	@28
Choice Saddle.....	@33	@35
Medium Saddle.....	@31	@34
Choice Fores.....	@22	@23
Medium Fores.....	@21	@21
Lamb Fries, per lb.....	@32	@32
Lamb Tongues, each.....	@13	@13
Lamb Kidneys, per lb.....	@25	@25

Mutton.

Heavy Sheep.....	@12	@10
Light Sheep.....	@16	@16
Heavy Saddle.....	@12	@12
Light Saddle.....	@20	@18
Heavy Fores.....	@9	@8
Light Fores.....	@13	@14
Mutton Legs.....	@20	@21
Mutton Loins.....	@20	@20
Mutton Stew.....	@10	@11
Sheep Tongues, each.....	@13	@13
Sheep Heads, each.....	@10	@10

Fresh Pork, Etc.

Dressed Hog.....	17½ @19	@25
Pork Loins, 8@10 lbs. avg.....	@24	@28
Hams.....	@26	@28
Belles.....	@26	@28
Calas.....	@15	@20
Skinned Shoulders.....	@13	17½ @18
Tenderloins.....	@45	@48
Spare Ribs.....	@10	@13
Leaf Fat.....	@13	15½ @16½
Back Fat.....	@14	23 @23½
Butts.....	@14	@15
Hocks.....	@14	@15
Tails.....	@11	@16
Neck Bones.....	@4	3½ @4½
Tail Bones.....	@12	@12
Slip Bones.....	@9	@9
Blade Bones.....	@15	@15
Pigs' Feet.....	@5	@6
Kidneys, per lb.....	@8	9 @10
Livers.....	@4½	@5
Brains.....	@13	@15
Ears.....	@6	@6
Snouts.....	@8	@10
Heads.....	@10	@10

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. carton.....	@27
Country style sausage, fresh in link.....	@19
Country style sausage, fresh in bulk.....	@17
Country style sausage, smoked.....	@24
Mixed sausage, fresh.....	@16
Frankfurts in sheep casings.....	@21
Frankfurts in hog casings.....	@19
Bologna in beef bungs, choice.....	@16
Bologna in cloth, paraffined, choice.....	@14½
Bologna in beef middles, choice.....	@23
Liver sausage in hog bungs.....	@13
Liver sausage in beef rounds.....	@13
Head cheese.....	@17
New England luncheon specialty.....	@28
Liberty luncheon specialty.....	@21
Mixed luncheon specialty.....	@27
Tongue sausage.....	@15
Blood sausage.....	@17
Polish sausage.....	@18
Sausage.....	@15

DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	@51
Cervelat, choice, in hog bungs.....	@49
Cervelat, new condition, in beef middles.....	@23
Thuringer Cervelat.....	@26
Farmer.....	@30
Holsteiner.....	@29
B. C. Salami, choice.....	@17
Milano Salami, choice in hog bungs.....	@49
B. C. Salami, new condition.....	@26
Crisses, choice, in hog middles.....	@42
Genoa style Salami.....	@66
Pepperoni.....	@40
Mortadella, new condition.....	@26
Capicola.....	@54
Italian style hams.....	@42
Virginia hams.....	@53

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	\$7.00
Large tins, 1 to crate.....	8.00
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.....	8.50
Large tins, 1 to crate.....	9.50
Frankfurt style sausage in pork casings—	
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	9.00
Smoked link sausage in pork casings—	
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	8.50

SAUSAGE MATERIALS.

Regular pork trimmings.....	8½ @ 9
Special lean pork trimmings.....	12 @12½
Extra lean pork trimmings.....	10 @14½
Neck bone trimmings.....	10 @10½
Pork hearts.....	8½ @ 9
Fancy boneless bull meat (heavy).....	13 @13½
Boneless chucks.....	11½ @12
Shank meat.....	@11
No. 1 beef trimmings.....	@9½
Beef hearts.....	@7½
Beef cheeks (trimmed).....	@9½
Dr. canner cows, 300 lbs. and up.....	@8½
Dressed cutters, 400 lbs. and up.....	@9½
Dr. bologna bulls, 500@700 lbs.....	10½ @10½
Beef tripe.....	3½ @3½
Cured pork tongues (can. trim.).....	@15½

(These are prices to wholesalers, on material packed in new slack barrels for shipment.)

SAUSAGE CASINGS.

(F. O. B. CHICAGO.)

Beef rounds, domestic, 180 sets per tierce, per set.....	22 @ .25
Beef rounds, domestic, 140 sets per tierce, per set.....	@ .35
Beef rounds, export, 225 sets per tierce, per set.....	32 @ .35
Beef middles, 110 sets per tierce, per set.....	@1.25
Beef bungs, No. 1, 400 pieces per tierce, per piece.....	25 @25½
Beef bungs, No. 2, 400 pieces per tierce, per piece.....	16 @ .17
Beef weasands, No. 1, per piece.....	11½ @ .14
Beef weasands, No. 2, per piece.....	.05 @ .07
Beef bladders, small, per dozen.....	1.30 @1.35
Beef bladder, medium, per dozen.....	1.85 @2.00
Beef bladders, large, per dozen.....	@2.25
Hog casings, medium, per bd. 100 yds.....	@2.25
Hog casings, narrow, per bd. 100 yds.....	@3.25
Hog middles, without cap, per set.....	@.16
Hog middles, with cap, per set.....	10 @ .20
Hog bungs, export.....	38 @ .42
Hog bungs, large prime.....	@.28
Hog bungs, medium.....	@.20
Hog bungs, small prime.....	10 @ .12
Hog bungs, narrow.....	.07 @ .08
Hog stomachs, per piece.....	.08 @ .10

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	\$14.00
Honeycomb tripe, 200-lb. bbl.....	16.00
Pocket honeycomb tripe, 200-lb. bbl.....	18.00
Pork feet, 200-lb. bbl.....	17.50
Pork tongue, 200-lb. bbl.....	65.00
Lamb tongues, long cut, 200-lb. bbl.....	42.00
Lamb tongues, short cut, 200-lb. bbl.....	51.00

BARRELED PORK AND BEEF.

Mess pork, regular.....	29.00
Family back pork, 20 to 34 pieces.....	30.00
Family back pork, 35 to 45 pieces.....	33.00
Clear back pork, 40 to 50 pieces.....	25.50
Clear plate pork, 35 to 45 pieces.....	21.50
Clear plate pork, 25 to 35 pieces.....	22.50
Brisket pork.....	29.00
Beau pork.....	20.00
Plate beef.....	20.50
Extra plate beef, 200-lb. bbls.....	22.00

COOPERAGE.

Ash pork barrels, black iron hoops.....	\$1.67½ @1.72½
Oak pork barrels, black iron hoops.....	1.90 @1.95
Ash pork barrels, galv. iron hoops.....	1.87½ @1.92½
White oak ham tierces.....	@3.40
Red oak lard tierces.....	2.52½ @2.55
White oak lard tierces.....	2.72½ @2.75

OLEOMARGARINE.

Highest grade natural color animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	@23
White animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	@20½
Nut margarine, 1 lb. cartons, f.o.b. Chicago.....	@18
(30 and 60 lb. solid packed tubs, 1¢ per lb. less.)	
Pantry oleomargarine, 60-lb. tubs, f.o.b. Chicago.....	@15

DRY SALT MEATS.

Extra short clears.....	12 @12½
Extra short ribs.....	12 @12½
Short clear middles, 60-lb. avg.....	11½ @13
Clear bellies, 14@16 lbs.....	12 @14½
Clear bellies, 18@20 lbs.....	13½ @13½
Clear bellies, 25@30 lbs.....	12½ @13½
Rib bellies, 20@25 lbs.....	13 @13½
Rib bellies, 25@30 lbs.....	12½ @13½
Fat backs, 10@12 lbs.....	11½ @11½
Fat backs, 12@14 lbs.....	11½ @11½
Fat backs, 14@16 lbs.....	12½ @12½
Regular plates.....	10½ @10½
Butts.....	8½ @ 8½

WHOLESALE SMOKED MEATS.

Regular hams, fancy, 14@16 lbs.....	23½ @24½
Skinned hams, fancy, 16@18 lbs.....	24 @26
Standard regular hams, 12@14 lbs.....	24 @23
Picnics, 6@8 lbs.....	17½ @18½
Standard bacon, 4@6 lbs.....	34 @35
Standard bacon, 10@12 lbs.....	30½ @35
Standard bacon, 12@14 lbs.....	@30½
Standard bacon strips, 6@7 lbs.....	25 @26½
Cooked hams, choice, skin on, surplus fat off.....	@35
Cooked hams, choice, skinned, surplus fat off.....	@37
Cooked hams, choice, skinned, surplus fat off.....	@35
Cooked hams, choice, skinned, surplus fat off.....	@38
Cooked picnics, skin on, surplus fat off.....	@24
Cooked picnics, skinned, surplus fat off.....	@25
Cooked loin roll, smoked.....	@40

ANIMAL OILS.

Prime lard oil.....	15 @15½
Extra winter strained.....	11½ @12½
Extra lard oil.....	10½ @11½
Extra No. 1 lard.....	10½ @10½
No. 1 lard oil.....	9½ @10½
No. 2 lard oil.....	8½ @ 9½
Pure neatfoot oil.....	14 @14½
Extra neatfoot oil.....	10½ @10½
No. 1 neatfoot oil.....	9½ @10½
Acidless tallow oil.....	9½ @10½

LARD (Unrefined).

Prime, steam cash, tierces.....	@12.25
Prime, steam loose.....	@11.25
Leaf, raw.....	@11.00
Neutral lard.....	@13.25

LARD (Refined).

Pure lard, kettle rendered, per lb., loose.....	@12.50
Pure lard, tierces.....	@12.50
Compound.....	@10.75

OLEO OIL AND STEARINE.

Oleo oil, extra.....	13½ @14
Oleo stocks.....	11 @11
Prime No. 1 oleo oil.....	@12
Prime No. 2 oleo oil.....	12 @12½
No. 3 oleo oil.....	@11
Prime oleo stearine, edible.....	10 @10½

TALLOWES AND GREASES.

Edible tallow, under 2% acid, 45 titre.....	@ 8½
Prime packed lard tallow.....	@ 7½
No. 1 tallow, basis 10% f.f.a., 42 titre.....	@ 7½
No. 2 tallow, basis 40% f.f.a., 40 titre.....	6 @ 6½
Choice white grease, max. 4% acid, loose, Chicago.....	7½ @ 7½
B-White grease, max. 5% acid.....	@ 7½
Yellow grease, 12-15 f.f.a.....	6½ @ 6½
Brown grease, 40 f.f.a.....	5½ @ 6

VEGETABLE OILS.

Crude cottonseed oil in tanks, f.o.b. Valley points, nom., prompt.....	8 @ 8½
White, deodorized in bbls., c.a.f. Chicago.....	11½ @11½
Yellow, deodorized in bbls.....	10½ @11
Soap stock, 50% f.f.a. basis, f.o.b. mills.....	@ 2½
Corn oil, in tanks, f.o.b. mills.....	8½ @ 8½
Soya bean oil, seller's tank, f.o.b. coast nom.....	@10½
Cocanut oil, seller's tank, f.o.b. coast nom.....	@ 8½
Refined in bbls., c.a.f., Chicago, nom.....	10½ @10½

FERTILIZERS.

Blood, unground and ground.....	4.50 @ 4.75
Hoofmeal.....	3.25 @ 3.50
Ground fertilizer tankage, 10 to 12%.....	3.25 @ 3.50
Ground fertilizer tankage, 6 to 9%.....	3.00 @ 3.25
Crushed and unground tankage.....	2.65 @ 3.00
Ground raw bone, per ton.....	32.00 @36.00
Ground steam bone, per ton.....	32.00 @34.00
Unground steam bone, per ton.....	31.00 @33.00
Unground bone tankage, per ton.....	21.00 @24.00

HORNS, HOOFS AND BONES.

No. 1 horns, 75 lb. average per ton.....	\$185.00 @200.00
No. 2 horns, 40 lb. average, per ton.....	125.00 @135.00
No. 3 horns, 25 lb. average, per ton.....	75.00 @100.00
Horns, black and striped.....	35.00 @ 50.00
Horns, white.....	70.00 @ 75.00
Round shin bones, heavies.....	90.00 @180.00
Round shin bones, lights and med.....	55.00 @ 65.00
Heavy fats.....	55.00 @ 65.00
Light fats, heavies.....	45.00 @ 50.00
Thigh bones, light and med.....	85.00 @ 90.00
Buttock bones.....	45.00 @ 50.00

Note—These quotations apply to No. 1 product, which must be assorted, free from grease spots and cracks, hard and clean, uniform as to cut and weight. Packed in double bags and carload lots. Quotations on unselected stock will be found in "Packinghouse By-Products Markets" reports on another page.

Retail Section

Three Ways to Sell Ham

Boston Retailers Tell How They Dispose of the Whole Ham

By John C. Cutting*

[EDITOR'S NOTE.—A favorite "alibi" of retailers is that the customer wants the center slices only, and that the rest of the ham has to be sold at a loss or wasted.

Here is the way two successful Boston meat dealers meet this situation.]

Two officers of the Retail Meat Dealers' Association of Greater Boston and a visitor from Chicago were eating supper recently in a restaurant famous for the quality of its food, even though it did furnish ten pilot biscuits to find the fish in the chowder.

Meat dishes were soon placed before the respective gentlemen. One had ordered fried ham. The President of the Association was looking longingly at a platter of cold meats, of which sliced ham was a major part, while the Chicagoan was nibbling on a meal of baked ham.

"How is the ham and bacon campaign going over?" asked Dorr, Secretary of the Association.

"Like water over a dam," replied the gentleman from the Windy City.

"I've met a few dealers who seem indifferent about it," said John Tobin, President of the Association, addressing both the other gentlemen.

"Well, that's to be expected," suggested Dorr. "Some men are too indifferent to pick up a broken suspender button."

"Oh, now, gentlemen..." The male from the town of bullet-proof vests remonstrated.

How to Sell a Ham.

"You know what I think?" asked Tobin, with fire in his eye. "I think some dealers don't know how to sell hams. They..."

"You're right, John," agreed Dorr. "Let me tell you how I sell a ham."

"Say, for instance, I've got a ham weighing 13 lbs. 1 oz. I cut 4 lbs. 9 oz. off the butt or face of the ham. I sell this much at the same price per pound I would charge for a whole ham."

"Then I take out the bone from the front to knuckle joint of shank. I tie with a cord and put the whole piece in a slicing machine and slice to any thickness desired by the customers. This, of course, to the knuckle joint."

"By cutting very thin slices I can sell boneless individual slices of ham at a seemingly low figure. For instance, I'll sell a slice for 15 cents, or four slices for 50 cents."

"By having no bone in it the cut is smooth and free from bone dust. This spoils the appearance of the slice. And besides, the slices are even and not torn from using the saw, which is necessary when not boned."

"How much does the bone weigh?" asked Tobin.

"About half a pound," answered Dorr. "These small slices always appeal to individuals or small families."

*Director of Department of Retail Merchandising, Institute of American Meat Packers.

"What are you going to do with the rest of the ham?"

Selling Shanks and Butts.

"Well, I've got 4 lbs. 10 oz. of boneless sliced ham to sell to my customers; then this leaves me a shank of three pounds to be sold at a low enough price to move it."

"If your butt or face of ham doesn't move, I would bone the whole ham to knuckle joint and slice the whole butt or face from the beginning of the ham on the slicing machine. The first slices can often be sold in place of lean bacon."

"A good plan is to give it a special name, which makes quite an appeal to some women buyers. Another thought is to sell as chipped ham, the same as dried beef."

Another Way to Sell.

"The third method is this one," suggested Dorr. "Some markets are able to slice a ham, cutting through the bone from beginning to shank by graduating the price as the cuts become better in the center, depending greatly on the class of your trade."

NEWS OF THE RETAILERS.

The San Francisco Market, Sonora, Cal., opened for business recently.

A. W. Rensch has sold his meat business at 1402 Eighteenth street, Bakersfield, Cal., to R. J. Lathin.

Robert Pae has purchased the Economy Grocery & Meat Market at Concordia, Kas., from P. M. Newell.

The Daniels Mercantile Co., Dighton, Kas., has added a butcher shop.

A. H. Smith has added a meat market to his grocery business at Bethany, Okla.

Fred Bell has purchased the meat market which has been operated by Clarke brothers at Briston, Okla.

Charles Miller and H. L. Simpson have opened the Consumer's Grocery & Market at Sapulpa, Okla.

Vincent Fitzpatrick has been succeeded in business at Battle Ground, Wash., by the Thomas Meat Market.

The meat market of W. F. Wilson Coeur d'Alene, Ida., was damaged by fire recently.

Fred Green has engaged in the meat business at Montesano, Wash.

What's the Answer?

A retailer in a Western city charged a customer 40c per lb. for a whole ham. Another customer paid 28c per lb. for the butt of a ham from which this retailer had sold center slices as high as 80c per lb.

This brand of hams sold at wholesale in that city that week at from 20 to 22c per lb.

When approached to take part in the Ham and Bacon Campaign, this retailer refused, saying it was simply a packer scheme to make money.

What was this retailer doing?

John Kalmes has sold his interest in the Idaho Meat Market, Spirit Lake, Ida., to M. B. Wittmer.

Henry J. Scherner has purchased the Naval Avenue Market, at Bremerton, Wash.

E. E. Fanestil has been succeeded in the meat and grocery business at Hoisington, Kas., by J. W. Nuss.

J. L. Jordan has purchased the meat business of O. B. Glover at Oskaloosa, Kas.

Andrew Kelley has succeeded to the meat business of Kelley & Fogel at Forest Grove, Ore.

Barney Beard has sold out his meat market at Milton, Ore., to Joe & Dan Toner.

E. A. Jones has purchased the meat market of the Enterprise Packing Co., Enterprise, Ore.

Henry Hout and Cash Bryant have engaged in the meat business at Corvallis, Ore.

W. R. Stedman has engaged in business at 1126 Sandy Boulevard, Portland, Ore., as the Viaduct Grocery & Market.

The meat market of John Renner at Panama, Ill., was destroyed by fire recently.

W. T. King is opening a new meat market here at 1418 Twenty-second avenue, Rockford, Ill.

Ed McGinty bought the Thomson Meat Market, Thomson, Ill., from Verne Mart.

Harry Pearson has bought the Henry Cron Meat Market at Delphi, Ind.

Luke Carpenter will open a meat market at 803 South Eighteenth street, Newcastle, Ind.

Mr. Pace, of Massena purchased the Oz Building meat market at Corning, Ia.

A. K. Hansen sold a half interest in his meat business at Tracy, Minn., to his son Geo. L. Hanson.

W. A. Willich will open a meat market in the Hoetz Building, Burlington, Wis., as soon as remodeling is completed.

James Mauritzen has sold his meat market in Chatsworth, Ill., to Raymond Gerbracht and Donald Askew, and has given possession.

Doc Hamilton has opened a new meat market at 129 North Main street, Newcastle, Ind.

Joe Plummer, whose grocery and meat market at Tipton, Ind., was destroyed by fire recently is planning the re-establishment of the business.

George N. Tock, who recently opened a meat market at Batavia, N. Y., held a public reception in his store recently. Hundreds of people took the opportunity to inspect the establishment.

Elmer J. Fechtner has purchased the Northern Meat Market, Merrill, Wis. He took possession, July 23.

Herman E. Schweitzer has opened a meat market in Chilton, Wis.

A new meat market is to be opened in Northwood, Minn., in the near future, by Frank Henning of Lakota, N. D.

Lloyd Miller has purchased the Ferry Meat Market at Fulton, Ill.

The E. G. Shinner Meat Market Co. have opened two new markets at Fort Wayne, Ind., one at 1730 High street, and at 2003 Broadway.

Jean Jacobsen, Delmar, Ia., sold out his meat market to John Donley.

Frank Madden market sold out his market at Gilmore City, Ia., to Otto Hugh.

The W. H. Gaines Meat Market will open for business here at 350 Georgetown street, Lexington, Ky.

Tell This to Your Trade

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

During the Ham and Bacon Campaign THE NATIONAL PROVISIONER will print in this column special recipes for the use of these meats, prepared by food experts for use in this campaign.

Most of these are new and novel recipes, and the trade should pass them on to their customers.

BAKED HAM.

Everyone likes ham. Following is an unusual ham dish many of your customers will try if the receipt is brought to their attention.

Soak a 12-pound ham for several hours, or over night. Wash thoroughly, scrape and trim off hard skin near end of bone. Put in a kettle with $\frac{1}{2}$ cupful each of sliced onion and carrot, 2 sprigs parsley, $\frac{1}{2}$ bayleaf, 4 cloves, 6 peppercorns. Cover with cold water. Bring slowly to the boiling point and let simmer until tender or about four hours.

After two hours of cooking add 1 quart of cider. (This may be omitted.) Allow ham to cool in liquor. Remove from liquor, take off skin, sprinkle liberally with brown sugar and fine bread crumbs. Insert cloves over the surface of the ham. Bake for one hour in a moderate oven.

JELLIED PIGS' FEET.

Here is a good hot weather meat dish that has the added advantage of being unusual as well. Suggest it to your customers:

Take two pounds of pickled pigs' feet as they come from the market, and boil in water to cover. Season with salt, pepper, celery seed, and a little vinegar. Boil until the meat slips from the bones.

Cut meat into small pieces; boil the liquid rapidly until it is reduced to a cup-

ful. Have mold ready, put meat into mold, pour liquid over and cool.

GOOD LIGHTING AIDS SALES.

The retailer who does not keep his electric light globes clean is paying for light without getting all of the benefit he could from it.

As much as 15 per cent of the electric current that is consumed may be lost if reflectors and globes are permitted to accumulate dust and dirt, to become fly-specked, and otherwise more or less discolored, so that all of the light rays cannot pass through and be reflected.

Keeping light globes and reflectors clean also aids to give the store that neat, and inviting appearance that every retail meat dealer should strive for, and that customers expect today in the modern shop.

Proper lighting is of greater aid in selling meats than many retail meat dealers seem to realize. In particular an effort should be made to have the illumination uniform throughout the room and to avoid dark areas, particularly if meats or other foods are displayed in these places.

Nor does this involve a large number of outlets and numerous lamps. A few outlets provided with lamps of sufficient capacity and equipped with shades of the type that will distribute the light rays evenly are often more effective in lighting an interior than are a larger number of lamps of smaller candle power.

Sufficient illumination is of particular importance in the meat market due to the character of the merchandise sold. Women like to inspect the meats they buy, and meats on which there is not sufficient light will not stand out in their true values of color and texture.

Even during the summer months, when artificial light is not ordinarily required, a few electric lights so placed as to eliminate shadows and show up meats on display will often be of considerable help in aiding customers to make their selections, and decide on the meats they wish to buy.



"Meat Retailing"

By A. C. SCHUEREN

A volume which transplants the former "butcher" into the Retail Meat Business.

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SALESMAN-RETAILER COOPERATION MUTUALLY HELPFUL.

A good example of packer salesman-retailer cooperation is illustrated in this picture, which shows J. F. Koranda's up-to-date meat market in Jackson, Minn. The photograph was sent in by Frank M. O'Connor, a member of the sales force of Geo. A. Hornel & Co.

This market is fitted up with first-class, modern equipment, and has a large display window which is always full of tempting meats or fruits. The refrigerator cases are kept filled with meats that are so well displayed as to be really appetizing.

The packer salesman who reads his trade paper and keeps his eyes open for new ideas is able to offer his customers worthwhile tips from time to time. Cooperation of this sort benefits both the packer salesman and the retailer, and helps the consumer also by assuring him an up-to-date market at which to trade.

PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending July 30, 1927, with comparisons:

	Week ending July 30.	Prev. week.	Cor. week, 1926.
Western dressed meats:			
Steers, carcasses	2,393	2,472	2,434
Cows, carcasses	731	685	722
Bulls, carcasses	297	347	154
Veals, carcasses	1,829	1,785	1,819
Lambs, carcasses	8,371	9,091	7,679
Mutton, carcasses	1,386	775	1,643
Pork, lbs.	262,876	279,739	355,691
Local slaughters:			
Cattle	1,656	1,782	1,815
Calves	2,419	2,645	2,781
Hogs	13,883	13,742	10,838
Sheep	5,114	4,619	4,578

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Circular and Price List sent on request

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New York Section

Among Retail Meat Dealers

The fourth new branch of the New York State Association of Retail Meat Dealers was organized on Wednesday, July 27th, and includes the meat dealers of Astoria, Flushing, Elmhurst, Corona and vicinity. There are many problems peculiar to this particular section, and the members look forward to smoothing them out through a good strong active organization. This branch is to be known as the Queensboro Branch, and a second meeting will be called within the next few weeks, at which time permanent officers will be elected. The date of the meeting will be announced later.

Kalman Papp, acting treasurer of the new Westchester Branch, New York State Association of Retail Meat Dealers, celebrated a birthday on Saturday, July 30th. Mr. Papp was tendered a surprise party by relatives at his home. He continued the celebration on the following day by taking a trip to Torrington, Conn., with Mrs. Papp, where they participated in a thirtieth wedding anniversary of the parents of one of his men.

Charles Hembdt, president of the Washington Heights Branch, New York State Association of Retail Meat Dealers, celebrated his fiftieth birthday on July 29th while on a vacation with his family. Mr. Hembdt says this birthday celebration

lasted longer than any he remembers, as it commenced early in the morning and continued all day.

Baby Jean Derby, who entertained at a dance given by the Ladies' Auxiliary, New York State Association of Retail Meat Dealers, at the Hotel Commodore several years ago, when she was three years old, is now broadcasting over Station WARS every Sunday afternoon between 1:30 and 2:30 P. M. Jean would like to hear from those who listen in.

Mrs. A. Werner, first vice-president of the Ladies' Auxiliary, New York State Association of Retail Meat Dealers, is spending a three weeks' vacation in Canada.

NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under federal inspection at New York City, N. Y., are officially reported for the week ending July 30, 1927, with comparisons, as follows:

	Week ending July 30.	Prev. week.	Cor. week, 1926.
West. dressed meats:			
Steers, carcasses...	7,671	8,407	8,541 1/2
Cows, carcasses...	513	310 1/2	552
Bulls, carcasses...	77	80 1/2	38
Veals, carcasses...	7,721	8,450	9,357
Lamb, carcasses...	22,029	26,162	19,298
Mutton, carcasses...	2,988	1,890	3,571
Beef cuts, lbs...	481,987	212,592	245,430
Pork cuts, lbs...	1,150,615	1,057,905	1,109,765
Local slaughters:			
Cattle...	8,216	8,970	8,605
Calves...	10,053	14,627	14,023
Hogs...	40,369	38,089	28,697
Sheep...	33,229	40,552	49,067

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, Aug. 4, 1927, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
STEERS (Hvy. Wt. 700 lbs. up):				
Choice	\$20.00@21.00	\$20.00@21.00	\$21.00@22.50	\$20.00@21.50
Good	18.00@20.00	19.00@20.00	18.00@21.00	18.50@20.00
STEERS (Lt. & Med. Wt., 700 lbs. down):				
Choice	19.00@21.00		21.00@22.50	20.00@21.50
Good	17.00@19.00	18.00@19.00	17.00@21.00	18.50@20.00
STEERS (All Weights):				
Medium	14.50@16.50	16.00@17.00	13.00@17.00	15.00@17.50
Common	12.50@14.50	15.00@16.00	12.00@14.00	13.00@15.00
COWS:				
Good	13.50@15.00	13.00@14.00	14.00@15.00	
Medium	11.50@13.50	11.50@13.00	11.50@14.00	12.00@14.00
Common	10.00@11.50	10.50@11.50	10.50@12.00	10.00@12.00
Fresh Veal (1):				
VEALERS:				
Choice	21.00@23.00	20.00@22.00	23.00@25.00	21.00@22.00
Good	19.00@21.00	18.00@20.00	22.00@24.00	19.00@20.00
Medium	17.00@19.00	16.00@18.00	19.00@22.00	17.00@18.00
Common	15.00@17.00	15.00@16.00	17.00@19.00	15.00@16.00
CALF CARCASSES (2):				
Choice	18.00@18.00		19.00@20.00	18.00@19.00
Good	14.00@16.00	17.00@19.00	17.00@19.00	17.00@18.00
Medium	12.00@14.00	15.00@17.00	15.00@17.00	15.00@17.00
Common	11.00@12.00	14.00@15.00	14.00@15.00	12.00@15.00
Fresh Lamb and Mutton:				
LAMB (30-42 lbs.):				
Choice	27.00@28.00	28.00@29.00	24.00@27.00	27.00@28.00
Good	25.00@27.00	26.00@28.00	22.00@25.00	25.00@27.00
LAMB (42-55 lbs.):				
Choice	25.00@28.00	25.00@27.00	22.00@25.00	26.00@27.00
Good	24.00@27.00	24.00@26.00	20.00@24.00	25.00@25.00
LAMB (All Weights):				
Medium	22.00@25.00	20.00@23.00	19.00@23.00	21.00@24.00
Common	18.00@22.00	16.00@20.00	16.00@20.00	18.00@21.00
MUTTON (Ewes):				
Good	13.00@15.00	16.00@19.00	14.00@16.00	16.00@17.00
Medium	11.00@13.00	14.00@16.00	13.00@15.00	15.00@16.00
Common	9.00@11.00	12.00@14.00	11.00@13.00	13.00@14.00
Fresh Pork Cuts:				
LOINS:				
8-10 lb. av.	26.00@28.00	25.00@27.00	25.00@27.00	25.00@27.00
10-12 lb. av.	24.00@26.00	24.00@26.00	23.00@25.00	23.00@25.00
12-15 lb. av.	20.00@22.00	21.00@23.00	19.00@21.00	19.00@21.00
15-18 lb. av.	16.00@18.00	17.00@18.00	17.00@19.00	16.00@17.00
18-22 lb. av.	14.00@15.00	16.00@17.00	15.00@17.00	15.00@16.00
SHOULDERS:				
N. Y. Style—Skinned	12.00@14.00		13.00@16.00	13.00@15.00
PICNICS:				
4-6 lb. av.		15.50@16.50	14.00@15.00	14.00@15.00
6-8 lb. av.		14.50@15.50	13.00@14.00	13.00@14.00
BUTTS: Boston Style	16.00@18.00		16.00@18.00	16.00@18.00
SPARE RIBS: Half Sheets	11.00@13.00			
TRIMMINGS:				
Regular	8.50@9.50			
Lean	14.50@15.50			

(1) Includes "skin on" at New York and Chicago.

(2) Includes sides at Boston and Philadelphia.

NEW YORK NEWS NOTES.

Thomas H. Nash of the Cleveland Provision Co., Cleveland, Ohio, was in New York this week.

Miss E. Pollack, secretary of the Ussesa Sales Company, is spending a vacation at the Wayne County Country Club, Tyler Hill, Pa.

C. J. Renard, Indianapolis, and H. E. Woods, Buffalo, of the Kennett-Murray Livestock Organization, were visitors to the city during the week.

John H. Burns, of the John H. Burns Company, accompanied by Mrs. Burns, has gone on an extended motor trip through Canada, having left last Monday.

Miss Mabel Fink, secretary to A. S. Davis, general manager of Otto Stahl, Inc., is starting a vacation on August 6th. Miss Fink will spend her vacation in Maine.

Charles Eikel, assistant general superintendent, Armour and Company, Chicago, is visiting New York on business. Mr. Eikel is in charge of the Eastern division of Armour and Company plants.

F. C. Rogers, well known New York and Philadelphia broker, accompanied by Mrs. Rogers, left on an extended trip from Philadelphia last Monday. Mr. Rogers is going to hunt for big game in the Cassiar Mountains in the northern part of British Columbia on the edge of the Yukon.

C. L. Tingle, manager of the Bronx Provision Co., has returned from a month's vacation spent in the Pocono Mountains. Judging from Mr. Tingle's appearance he must have had good weather, for it is only by being out in the sunshine that one can present that "brown as a berry" appearance.

The following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending, July 30, 1927: Meat—Brooklyn, 2 lbs.; Manhattan, 286 lbs.; total 288 lb. Fish—Brooklyn, 6 lbs.; Manhattan, 2 lbs.; total, 8 lbs. Poultry and Game—Bronx, 3 lbs.

W. J. Best, of Best & Donovan, Chicago, with Mrs. Best and Mrs. Donovan, spent last week sightseeing in and around New York. They started for home on Friday, stopping at Atlantic City, Philadelphia, Pittsburgh and other large cities en route. The trip was made by motor, but during their stay in New York sightseeing was done by buses, taxis and subways.

William A. Wolk, who has done a great amount of work in securing members and organizing new branches, has been made business manager of the New York State Association of Retail Meat Dealers, to take care of the activities of the association south of Albany. State Secretary Charles Glatz of Rochester is taking care of matters north of that point.

W. D. Priel, former manager of Wilson & Company's Westchester branch, left New York this week to assume the duties of district manager in one of the Southern district of the company. This is a promotion for Mr. Priel, and his associates in the company at Westchester, together with neighboring competitors and some of the trade, tendered him a farewell dinner last week.

SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending July 30, 1927.

CATTLE.

	Week ending July 30.	Prev. week.	Cor. week, 1926.
Chicago	26,495	28,013	28,386
Kansas City	26,295	25,047	30,418
Omaha	15,009	15,525	19,902
East St. Louis	14,209	15,566	12,017
St. Joseph	9,781	9,376	9,416
Sioux City	7,172	7,738	9,759
Cudahy	1,124	1,151	.....
Fort Worth	6,743	7,761	5,704
Philadelphia	1,656	1,782	1,515
Indianapolis	4,139	3,780	3,886
Boston	1,182	1,074	1,482
New York and Jersey City	8,216	8,970	8,605
Oklahoma City	4,994	5,637	4,725
Total	127,675	131,420	137,105

HOGS.

Chicago	114,100	116,300	96,000
Kansas City	18,112	14,546	27,639
Omaha	38,084	36,254	31,445
East St. Louis	25,632	28,855	24,491
St. Joseph	18,183	13,367	18,743
Sioux City	35,037	34,710	34,794
Cudahy	10,128	10,003	.....
Fort Worth	2,686	4,049	2,418
Philadelphia	13,883	13,742	10,838
Indianapolis	19,732	22,563	23,756
Boston	12,002	15,228	10,007
New York and Jersey City	40,369	38,089	28,697
Oklahoma City	3,385	4,218	2,340
Total	350,233	351,954	311,168

SHEEP.

Chicago	58,002	47,381	56,511
Kansas City	20,952	17,128	24,288
Omaha	28,331	35,724	27,605
East St. Louis	18,946	12,503	19,194
St. Joseph	15,614	16,722	20,462
Sioux City	2,793	1,870	3,236
Cudahy	430	303	.....
Fort Worth	3,710	3,387	2,633
Philadelphia	5,114	4,619	4,578
Indianapolis	1,807	5,809	1,534
Boston	3,684	3,884	5,323
New York and Jersey City	35,229	40,552	49,067
Oklahoma City	250	362	255
Total	213,210	190,244	214,686

Did you know that Columbus was the first livestock man in America?

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"We Demand Quality"

—hence we use Diamond Crystal Salt"

THAT is the substance of an interesting—and very complimentary—letter we have received from F. H. Heinold, secretary-treasurer of the Atlanta (Ga.) Sausage Co.

"We have used Diamond Crystal Salt for several years," he says, "and find that it gives perfect satisfaction."

"Our policy is to use the very best quality, of all ingredients, in our products; hence we use your salt. We are convinced that we could not get a salt with a higher quality than yours."

"The writer has been in the business of manufacturing sausage for several years, and finds it is the most economical salt that could be used in the packing business."

In every branch of the industry, meat packers and manufacturers have found Diamond Crystal the ideal salt for their uses.

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Since 1887 Makers of

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SPICES

Grinders

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42 years reputation among packers for quality

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, bulk.....	9.75@10.75
Cows, cutters.....	4.00@ 6.00
Bulls.....	5.50@ 7.50

LIVE CALVES.

Calves, choice.....	@16.50
Calves, culls, per 100 lbs.....	7.50@10.75

LIVE SHEEP AND LAMBS.

Lambs, bulk.....	12.50@13.25
Sheep, bulk.....	5.00@ 6.50

LIVE HOGS.

Hogs, heavy.....	\$10.00@10.75
Hogs, medium.....	@ 9.75
Hogs, 120 lbs.....	@11.50
Roughs.....	9.10@11.20
Good Roughs.....	@ 8.70

DRESSED HOGS.

Hogs, heavy.....	17½@17½
Hogs, 180 lbs.....	@17½
Hogs, 160 lbs.....	@17½
Pigs, 80 lbs.....	@18
Pigs, under 140 lbs.....	@18½

DRESSED BEEF.

CITY DRESSED.

Choice, native heavy.....	.20 @23
Choice, native light.....	.20 @23
Native, common to fair.....	.18 @19½

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.....	.19 @21
Native choice yearlings, 400@600 lbs.....	.20 @22
Western steers, 600@800 lbs.....	.17 @19
Texas steers, 400@600 lbs.....	.14 @17
Good to choice heifers.....	.20 @21
Good to choice cows.....	.15 @16
Common to fair cows.....	.13 @14
Fresh bologna bulls.....	@12up

BEEF CUTS.

	Western.	City.
No. 1 ribs.....	.24 @25	.27 @20
No. 2 ribs.....	.21 @23	.24 @26
No. 3 ribs.....	.18 @22	.22 @23
No. 1 loins.....	.29 @32	.36 @40
No. 2 loins.....	.28 @29	.32 @35
No. 3 loins.....	.22 @24	.28 @30
No. 1 hinds and ribs.....	.26 @28	.26½ @29
No. 2 hinds and ribs.....	.24 @25	.25 @26
No. 3 hinds and ribs.....	.21 @22	.22 @24
No. 1 rounds.....	.19 @20	.21 @22
No. 2 rounds.....	.18 @19	.20 @20
No. 3 rounds.....	.17 @18	.18 @19
No. 1 chucks.....	.15 @16	.16 @17
No. 2 chucks.....	.13 @14	.14 @15
No. 3 chucks.....	.12 @13	.12 @13
Bolognas.....	@ 6	12½@13½
Bolls, reg., 6@8 lbs. avg.....	.22 @23	.23 @24
Bolls, reg., 4@6 lbs. avg.....	.17 @18	.18 @19
Tenderloins, 4@6 lbs. avg.....	.00 @70	.00 @70
Tenderloins, 5@6 lbs. avg.....	.00 @90	.00 @90
Shoulder clods.....	.10 @11	.11 @12

DRESSED CALVES.

Prime.....	.25 @26
Choice.....	.20 @22
Good.....	.18 @19
Medium.....	.15 @16

DRESSED SHEEP AND LAMBS.

Lambs, choice spring.....	.26 @28
Good lambs.....	.25 @26
Lambs, poor grade.....	.22 @25
Sheep, choice.....	.18 @20
Sheep, medium to good.....	.16 @17
Sheep, culls.....	.11 @12

SMOKED MEATS.

Hams, 8@10 lbs. avg.....	.24 @25
Hams, 10@12 lbs. avg.....	.23 @24
Hams, 12@14 lbs. avg.....	.22 @23
Picnics, 4@6 lbs. avg.....	.17 @17½
Picnics, 6@8 lbs. avg.....	.15½ @16
Rollettes, 6@8 lbs. avg.....	.16 @17
Beef tongue, light.....	.24 @26
Beef tongue, heavy.....	.26 @28
Bacon, boneless, Western.....	.26 @27
Bacon, boneless, city.....	.22 @23
Pickled bellies, 8@10 lbs. avg.....	.19 @20

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs. avg.....	.24 @25
Pork tenderloins, fresh.....	@45
Pork tenderloins, frozen.....	.35 @40
Shoulders, city, 10@12 lbs. avg.....	.15 @16
Shoulders, Western, 10@12 lbs. avg.....	.14 @15
Butts, boneless, Western.....	.22 @23
Butts, regular, Western.....	.17 @18
Hams, Western, fresh, 10@12 lbs. avg.....	.22 @23
Hams, city, fresh, 6@10 lbs. avg.....	.24 @25
Picnic hams, Western, fresh, 6@8 lbs. avg.....	.13 @14
Pork trimmings, extra lean.....	.19 @20
Pork trimmings, regular 50% lean.....	.10 @11
Spare ribs, fresh.....	.11 @12

BONES, HOOFES AND HORNS.

Round shin bones, avg. 48 to 50 lbs.	
per 100 pcs.....	95.00@100.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.....	@ 75.00
Black hoofs, per ton.....	45.00@ 50.00
Striped hoofs, per ton.....	45.00@ 50.00
White hoofs, per ton.....	@ 85.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces.....	@100.00
Horns, avg. 7½ oz. and over, No. 1s.....	300.00@325.00
Horns, avg. 7½ oz. and over, No. 2s.....	250.00@275.00
Horns, avg. 7½ oz. and over, No. 3s.....	200.00@225.00

FANCY MEATS.

Fresh steer tongues, untrimmed.....	@28c	a pound
Fresh steer tongues, l. c. trim'd.....	@35c	a pound
Sweetbreads, beef.....	@65c	a pound
Sweetbreads, veal.....	@1.00	a pair
Beef kidneys.....	@15c	a pound
Mutton kidneys.....	@ 8c	each
Livers, beef.....	@19c	a pound
Oxtails.....	@12c	a pound
Beef hanging tenders.....	@20c	a pound
Lamb fries.....	@10c	a pair

BUTCHERS' FAT.

Shop fat.....	@ 2½
Breast fat.....	@ 4
Edible suet.....	@ 5
Cond. suet.....	@ 4½
Bones.....	@20

SPICES.

	Whole.	Ground.
Allspice.....	19	22
Cinnamon.....	16	19
Cloves.....	22	27
Coriander.....	10	13
Glazer.....	..	16
Mace.....	1.10	1.20
Nutmeg.....	45	..
Pepper, black.....	36	30
Pepper, Cayenne.....	40	44
Pepper, red.....	..	40
Pepper, white.....	58	61

GREEN CALFSKINS.

	5-9	9½-12¼	12¼-14	14-18	18 up
Prime No. 1 Venls.....	.22	2.55	2.95	3.15	3.90
Prime No. 2 Venls.....	.20	2.35	2.70	2.90	3.65
Buttermilk No. 1.....	.19	2.20	2.60	2.80	..
Buttermilk No. 2.....	.17	2.00	2.35	2.55	..
Branded Grubby.....	.12	1.50	1.85	2.05	2.35
Number 3.....	..	..	..	..	At Value

CURING MATERIALS.

In lots of less than 25 bbls.:	Bbls.	per lb.
Double refined saltpetre, granulated.....	6c	5½c
Double refined saltpetre, small crystal.....	7½c	7½c
Double refined large crystal saltpetre.....	8½c	8½c
Double refined nitrate soda, granulated.....	4c	3½c
In 25 barrel lots:		
Double refined saltpetre, granulated.....	5½c	5½c
Double refined saltpetre, small crystal.....	7½c	7½c
Double refined saltpetre, large crystal.....	8½c	8c
Double refined nitrate soda, granulated.....	3½c	3½c

DRESSED POULTRY.

FRESH KILLED.

Fowls—fresh—dry packed—12 to box—fair to good:	
Western, 60 to 65 lbs. to dozen, lb.....	.28 @28
Western, 48 to 54 lbs. to dozen, lb.....	.25 @27
Western, 43 to 47 lbs. to dozen, lb.....	.23 @25
Western, 36 to 42 lbs. to dozen, lb.....	.21 @23
Western, 30 to 35 lbs. to dozen, lb.....	.19 @21
Fowls—fresh—dry pkd.—prime to fecy.—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.....	.29 @30
Western, 48 to 54 lbs. to dozen, lb.....	.28 @29

Western, 43 to 47 lbs. to dozen, lb.....	.26 @27
Western, 36 to 42 lbs. to dozen, lb.....	.24 @25
Western, 30 to 35 lbs. to dozen, lb.....	.22 @23

Fowls—frozen—dry packed—prime to fecy.—12 to box:

Western, 60 to 65 lbs. to dozen, lb.....	.28 @28
Western, 55 to 59 lbs. to dozen, lb.....	.28 @29
Western, 43 to 47 lbs. to dozen, lb.....	.25 @26
Western, 30 to 35 lbs. to dozen, lb.....	.21 @22

Ducks—

Long Island, prime.....	.23 @24
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Squabs—

White, 11 to 12 lbs. to dozen, per lb.....	@50
Prime, dark, per dozen.....	2.50@ 3.00

LIVE POULTRY.

Fowls, colored, per lb., via express.....	@23
Geese, swan, via express.....	@12
Turkeys, via express.....	@30
Pigeons, per pair, via freight or express.....	@25
Guineas, per pair, via freight or express.....	@80

BUTTER.

Creamery, extras (92 score).....	@41
Creamery, firsts (90 to 91 score).....	39½@40½
Creamery, seconds.....	38 @39½
Creamery, lower grades.....	35 @36

EGGS.

Extras, regular packed.....	.28 @29
Extra firsts.....	.26 @27½
Firsts.....	.24½@25½
Checks.....	.20 @21½

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, delivered per 100 lbs.....	@ 2.35
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York.....	@ 2.35
Blood, dried, 15-16% per unit.....	@ 4.50
Fish scrap, dried 11% ammonia, 10% B. P. L. f.o.b. fish factory.....	4.50 @ 10c
Fish guano, foreign 13@14% ammonia, 10% B. P. L.....	4.40 @ 10c
Fish scrap, acidulated, 6% ammonia, 3% A. P. A., f.o.b. fish factory.....	3.50 @ 50c
Soda Nitrate, in bags, 100 lbs. spot.....	@ 2.25
Tankage, ground, 10% ammonia, 15% B. P. L. bulk.....	4.25 @ 10c
Tankage, unground, 9@10% ammonia.....	4.00 @ 10c

Phosphates.

Bone meal, steamed, 3 and 50 bags, per ton.....	@31.00
Bone meal, raw 4½ and 50 bags, per ton.....	@38.00
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16% flat.....	@ 9.00

Potash.

Manure salt, 20% bulk, per ton.....	@11.70
Kalnit, 12.4% bulk, per ton.....	@ 9.00
Muriate in bags, basis 80%, per ton.....	@34.50
Sulphate in bags, basis 90%, per ton.....	@44.50

Beef.

Cracklings, 50% unground.....	@ 1.15
Cracklings, 90% unground.....	@ 1.30

Meat Scraps, Ground.

50%.....	@68.00
55%.....	@74.00

BUTTER AT FOUR MARKETS.

Wholesale prices for 92 score butter at Chicago, New York, Boston and Philadelphia for the week ending July 28, 1927:

	July 22	23	25	26	27	28
Chicago.....	.40	.40	40½	40½	40½	40½
New York.....	.41½	.41½	41½	41½	41½	41½
Boston.....	.41½	.41½	41½	41½	41½	41½
Philadelphia.....	.42½	.42½	42½	42½	42½	42½

Wholesale prices of carlots—Fresh centralized butter—90 score at Chicago.

	39¼	39	39	39	39¼
--	-----	----	----	----	-----

Receipts of butter by cities (tubs):

	This week.	Last week.	Last year.	—Since Jan. 1—1927.	1926.
Chicago.....	47,859	48,035	49,751	2,050,682	2,030,400
New York.....	71,305	72,559	67,880	2,228,889	2,192,124
Boston.....	21,656	30,231	19,906	803,121	778,846
Philadelphia.....	20,888	24,811	18,124	689,742	668,872

Total.....1,61,768 175,936 155,967 5,772,434 5,670,248

Cold storage movement (lbs.):

	In July 29.	Out July 29.	On hand July 29.	Same week last year.
Chicago.....	420,816	76,730	27,178,715	28,858,013
New York.....	434,836	52,108	16,352,229	19,795,773
Boston.....	121,047	29,500	12,344,067	11,888,828
Philadelphia.....	87,780	29,828	5,912,980	6,538,887
Total.....	1,064,479	188,466	64,788,000	66,991,501

